

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 82

MAY 10, 1930

Reference Dept.
7th TIER

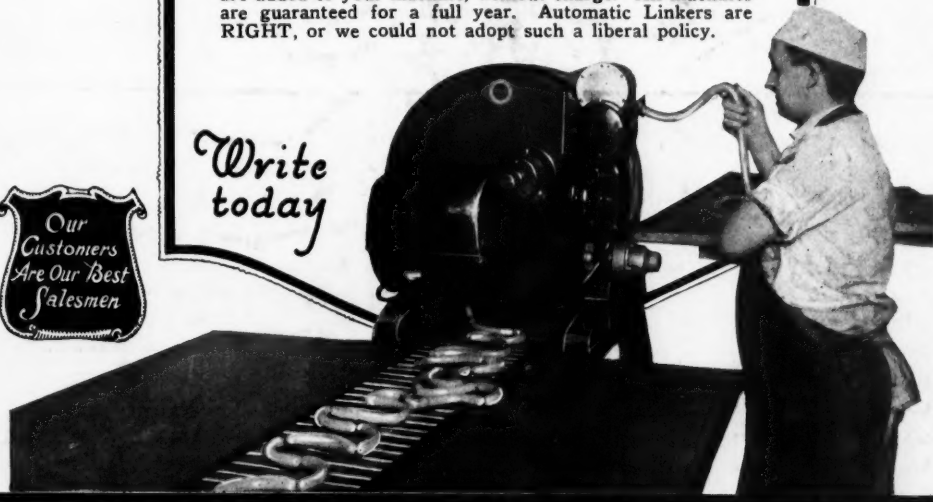
Number 19

**When sales volume sags,
you look for lower costs
when it climbs, your problem
is increased production**

Automatic Linker gives you both lower costs and increased production. It cuts your labor cost 50%, increasing your net profits when it is most necessary, and passing them right along to your high sales peak.

Every Automatic Linker installed *on trial*, and after acceptance, is given regular inspection by our Service Department. As and when developed, tested improvements are added to your machine, without charge. All machines are guaranteed for a full year. Automatic Linkers are RIGHT, or we could not adopt such a liberal policy.

*Write
today*



AUTOMATIC LINKER, INC.

125 West 45th. St.

PHONE: BRYANT 9048



New York City, N.Y.

FACTORY: NEWARK, N.J.

Two Machines in One!

The TRUNZ-"BUFFALO" Bias Bacon Slicer — slices straight as well as on the bias



INSTEAD of sacrificing thin bacon, *slice it on the bias*; it will sell at the same price as slices cut from regular, wide bellies.

This machine *increases the width* of the slice about 41%.

It *shows more lean meat* — and sells better.

You can *save as much as 10c a pound* on thin bellies.

It slices within $\frac{1}{2}$ inch of the end — a big saving.

Here are just a few of the prominent concerns already using this slicer

ADOLF GOBEL, Inc.
Brooklyn, N. Y.

OTTO STAHL, Inc.
New York, N. Y.

MERKEL BROS., Inc.
Brooklyn, N. Y.

BRANDT CO.
Cleveland, Ohio

HARRIS ABATTOIR CO.
St. Boniface, Man., Canada

KEANE-LOFFLER, Inc.
Benning, D. C.

GEO. KERN, Inc.
New York, N. Y.

OSCAR MAYER & CO.
Madison, Wis.

WILSON & CO.
Oklahoma City, Okla.

MARSH & BAXTER, Ltd.
Brierley Hill, Staffs, Eng.

UNITED SAUSAGE CO.
Boston, Mass.

KLINCK PACKING CO.
Buffalo, N. Y.

GAINER'S, Ltd.
Strathcona, Alta., N. F.

OSWALD & HESS
Pittsburgh, Pa.

WILLIAM DAVIES CO., Ltd.
Toronto, Ont., Canada

JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.

Patentees and manufacturers of "BUFFALO" Silent Cutters, Mixers, Grinders, Air Stuffers, the Schonland patented Casing Puller, and the TRUNZ-"BUFFALO" Bias Bacon Slicer

Branches: Chicago, Ill., U. S. A.

London, Eng.

Melbourne, Australia

H.P.S. NEWS

C. CARR SHERMAN, Editor

Vol. I

May 10, 1930

No. 10

COMING EVENTS CAST THEIR SHADOWS BEFORE

If you're planning on a trip to Chicago some time—and who isn't?—you'll most likely want to know in advance the attractions Chicago holds for you. From now on throughout the summer you can, of course, always figure on seeing a baseball game. Here's the schedule for the next couple of weeks:

At the Cubs field—

May 13, 14 and 15 with Boston

May 26, 27, 28 and 29 with Cincinnati

May 25-30 and 31 with St. Louis

At the Sox field—May 17, 18, 19 and 20 with Cleveland.

The Field Museum is one of the outstanding marvels of the age and you'll most likely want to spend at least a couple of hours there.

Possibly you'll want to roam around and see some of our night club life. Texas Guinan has returned to New York, but she left some fine old traditions in her wake. If you go in for that sort of thing, or if you don't, you'll enjoy seeing the city after dark.

The thing I want to make plain is, no matter what you prefer for entertainment on your trip, Chicago has it. And your editor will be very glad to make arrangements for the full enjoyment of your visit.

There's More to This Than Meets the Eye!

The Bohack food stores are packaging meats. A simple enough statement, because some others are doing it, too. But the results of the Bohack experiment may make the entire packing industry cast interested eyes in that direction.

H. C. Bohack Company, Inc., Brooklyn, has 533 food stores. Half of these stores have butcher shops. While proving very satisfactory, these meat departments required larger space. They are manned by butchers who, because of their specialized knowledge of meat cuts and qualities, must be paid high wages. But only a small part of the butchers' time is spent in cutting meat. The rest of the time is devoted to weighing, wrapping and making change—which

tasks a grocery clerk could perform just as well.

So Bohack decided to package meats and extend their meat service to straight grocery stores. All the butchers were kept busy preparing meats—the work for which they were best suited—and the packaging delegated to others. In this way, the butchers' time is all productive.

Saving All the Way 'Round

This resulted in the elimination of 10 per cent waste—helped to increase the demand about 20 per cent—and saved the consumer from 5 to 15 cents a pound on his meat.

With these three accomplishments—and particularly the last one—there can be little doubt as to the future of packaged meats. When a system is devised whereby John W. Public and his wife save 5 to 15 cents a pound on their meats, they're going to demand that that system prevail.

Public demand determines the course of every large manufacturer and packer. The public have found packaged meats more profitable, as proven by the actual savings effected; they have found it more desirable, as witness the 20 per cent increase in meat sales. They have indicated their desires in no uncertain way.

Profitable to Packer and Retailer

Now, let us view the problem from the packer's angle. In the first place, a 10 per cent waste is eliminated. And in an industry where the various divisions of a dollar are necessarily watched with critical eyes, this is of importance.

In the second place, packaged cuts of fresh meat may be branded as are the smoked portions now.

When extended, the plan will enable packers to standardize and advertise their meat cuts, and consumers to buy the exact cut and brand they prefer. It will also enable retailers to do a greater volume at less expense and in less space.

At the present time, the Bohack Company is packaging and shipping 45 varieties of meats.

Packing Leads, of Course!

Figures released by the Chicago Association of Commerce indicate that within the last four years the output of food supplies by Chicago has increased by \$250,000,000 annually. The total of a year's supply, which is headed by the meat packing industry, is now said to be \$2,000,000,000.

Send Every Ham to the Freezer Wrapped in an H. P. S. Insurance Policy!

The minute a ham or belly goes into the freezer, it becomes subject to attack. There is a temperature there of 10° below zero. The air is constantly circulating, attacking the meat at its most vulnerable spots, generally the protruding portions. Dehydration takes place; freezer-burns develop.

But you have a way of safely protecting your meats against these frost attacks. Wrap them in H. P. S. Freezerwrap before they go into the freezer. This sturdy, air-tight sheet will protect your meats as it is protecting those of other important packers throughout the country. H. P. S. Freezerwrap is the insurance policy for quality meats. And an added feature of the paper is that it is very reasonably priced.

May we send you, without obligation, a generous supply of full size sheets for experiments in your own plant?

H. P. SMITH PAPER COMPANY

H. P. S. Waxed and Oiled Packers Papers

1130 WEST 37th STREET

CHICAGO, ILL.



For more detailed information as to price, quality, delivery, etc., just drop us a line. Armour and Company, Industrial Soap Dept., 1355 West 31st Street, Chicago.

Use These Twin Products for Keeping Plant and Office Clean—

Armour's Lighthouse Cleanser Lighthouse Washing Powder

The problem of keeping plant and office clean, in the packing industry, is a big one.

Powerful dirt removers frequently are necessary. Quick, efficient, and economical results must be had.

We use, and can recommend Armour's Lighthouse Cleanser and Armour's Lighthouse Washing Powder—excellent twin products.

Use Lighthouse Cleanser for the heavy duty work, the cleaning of floors, especially tile floors, and lavatories. It is an abrasive cleanser.

Use Lighthouse Washing Powder for the lighter work—the general scrubbing and cleaning, and the washing of woodwork. It is a soap product.

Quality and price are an inducement in both these products. Four hundred Branch Houses insure speedy delivery.

Armour's LIGHTHOUSE Cleanser

A combination of natural cleansing agents, refined and powdered. Contains no caustic. Will not hurt the hands. Packed in 25 lb. Pails, 125 lb. Kegs, and 300 lb. Bbls.

Armour's LIGHTHOUSE Washing Powder

A general cleaning compound for cleaning floors, woodwork, windows, and for all other purposes. Packed in 25 lb. Pails, 125 lb. Kegs, and 250 lb. Bbls.

Armour's LIGHTHOUSE Cleanser and Washing Powder

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Copyright, 1930, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 82. No. 19

MAY 10, 1930

Chicago and New York

Now Comes Quick Freezing on Wholesale Plan

**Packer Proves "Instantaneous Chilling"
for Pork Cuts Brings Big Plant Savings
and Widens Marketing Possibilities**

Quick-freezing of meats has been a chief topic of discussion in the meat industry for some time past.

But this discussion has dealt almost entirely with quick freezing of retail cuts of fresh meats.

And because this involved consumer distribution the discussion extended into the retail field and became a nation-wide marketing topic.

With the spot-light on consumer cuts, packers forgot for the moment that 75 per cent of pork production is wholesale cuts requiring further processing before they are ready for the retail trade.

This considerable volume involves heavy plant overhead costs, labor expense, etc., particularly during the period between time of slaughter and final delivery to consumer outlets.

While the industry had its attention diverted to quick-freezing of retail cuts, one packer quietly proceeded to prove that the principle of quick chilling can be applied to the larger cuts—such as hams, bacon bellies, pork loins, etc.—with equally good results.

Here is what Cudahy Bros. Company has done in undertaking "instantaneous chilling" on a commercial wholesale scale:

What Can Be Done

Hams, bellies, loins, etc., may be frozen in 8 to 10 hours.

Freezers are emptied every 24 hours (or less), instead of 48 to 72 hours.

Products are frozen naked, without "freezer burn."

Instead of shrinkage on defrosting, tests show an average GAIN.

Pork loins show no appreciable leakage in defrosting, and sell at NO DISCOUNT UNDER FRESH LOINS.

Cost per pound for freezing is materially reduced.

Freezing with direct expansion ammonia gets a meat temperature as low as 70 degs. below zero Fahr. Ordinary sharp freezers at about 10 degs. are used for holding meats.

Except for added insulation and extra piping the "instantaneous" freezer is no different from the ordinary freezer.

Comparatively inexpensive refrigeration equipment does the work.

With the cooperation of Superintendent H. C. Hunt of the Cudahy Bros. Co. and Engineer Harry Sloan of the Vilter Mfg. Co., THE NATIONAL PROVISIONER presents here the main facts concerning this new development.

Wholesale Quick Freezing

Meat plant executives and engineers have long felt that temperatures lower than are now commonly used in freezers—if produced at reasonable cost—would permit operating economies not now possible.

Chief among these are smaller freezer space required, corresponding decrease in rent and other building overhead costs, and better labor con-

trol possible by operating freezers on a 24-hour schedule, instead of a 48- or 72-hour basis, as in the past.

What was not foreseen, however, was that even these operating economies do not compare in importance with product savings that result when wholesale cuts are frozen quickly in temperatures ranging as low as 50 or 55 degs. below zero F. Elimination of shrink and prevention of damage to cuts during the freezing process are only two of the additional savings claimed for the new method.

That lower temperatures in meat plant freezers have not been used is no reflection on the meat industry. It had to await development of equipment that would make low temperatures possible at reasonable cost.

Now It Has Been Done.

This now seems to be available, and it is claimed that low temperatures need not be a particularly costly proposition, especially in those plants where there is now an excess of refrigerating capacity.

Where product is frozen in large volume, engineers say possibilities for savings far overbalance the overhead

and operating costs of necessary additional equipment.

To the Cudahy Brothers Co., Cudahy, Wis., must go the credit for having been the first to put such low temperatures to work in a meat freezer.

This company is using temperatures as low as 60 degs. below zero F., and is freezing loins, hams, bacon bellies and other cuts in a few hours.

Certain economies were expected and were realized, but additional savings developed in practice. Engineers and practical meat men who have visited the plant and studied this new freezer say definitely that the development is a step forward in meat processing, and a very important and valuable contribution to more efficient meat plant operation.

Upset Refrigeration Theories.

And in this connection it is interesting to note that temperatures below those thought possible when using ammonia have been obtained in this Cudahy freezer, which may or may not upset some of the theories of thermodynamics previously taught.

Cudahy Brothers Co. recently installed a new freezer and new refrigerating equipment at their Cudahy, Wis., plant, with which they are able to secure temperatures considerably under 70 degs. below zero F., and to freeze hams, bellies, loins and other cuts in a few hours.

While freezing these cuts within 8 or 10 hours is possible, the freezer at the present time is operated on a 24-hour schedule, being loaded in the afternoon, the meats frozen during the night and the freezer unloaded the next morning.

In practice and by actual measure-

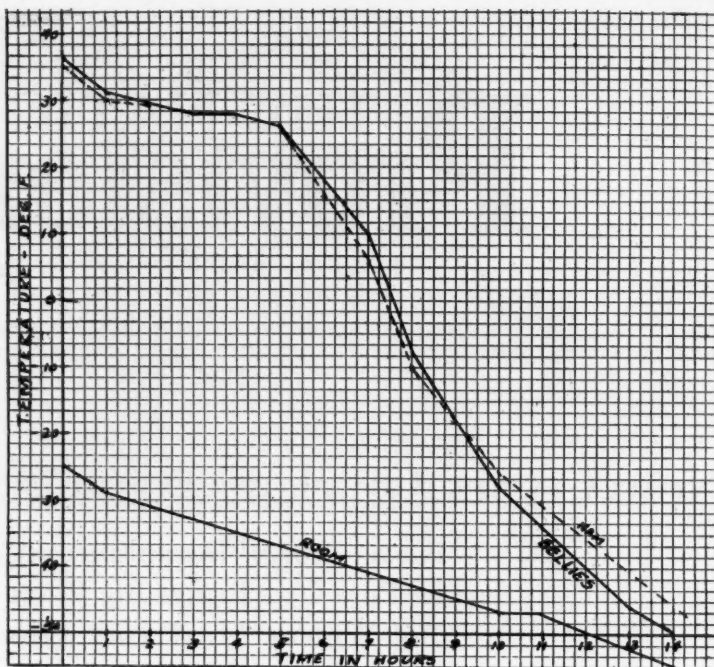


FIG. 1.—TEMPERATURES OBTAINED IN THE FREEZER.

In this test the temperature of the ham and bellies at the start of the freezing operation was about 36 degs. F. Five hours later, the temperature in the interior of the belly and the bone temperature of the ham had dropped to about 28 degs. F. On this particular day it probably took the meats about four hours to freeze completely, for at the end of this time the temperature dropped rapidly to about -50 degs. at the end of the fourteenth hour. The room temperature during the run dropped in practically a straight line from -25 degs. F. to about -55 degs. F. at the finish.

ment a ham bone temperature of 29 or 30 degs. below zero in ten hours, or 8 degs. below zero in 8 hours, is possible. A ham bone temperature of 50 degs. below zero in 14 hours is the every-day result.

A number of worth-while economies are being obtained with these low temperatures.

Among these are the absence of freezer burn, elimination of shrink on defrosting, quicker turnover in the freezer, and products that in appearance and quality are just as good as those cuts that have not been frozen.

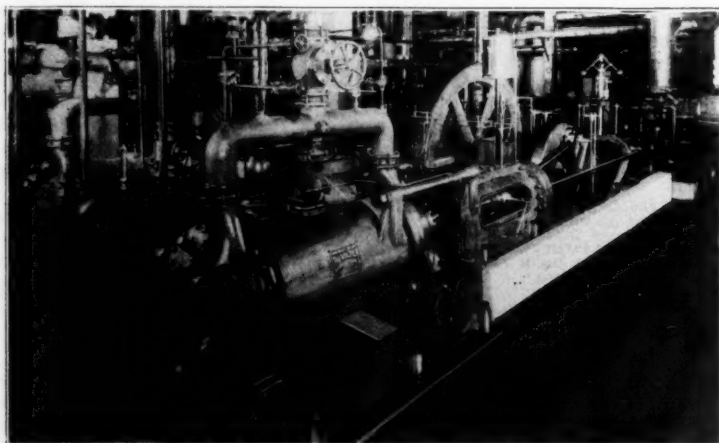
Cost per pound for freezing, it is stated, is also considerably less than cost of freezing at ordinary temperatures—costs and savings considered.

Save Shrink and Avoid Freezer Burn.

It has become standard practice in the meat industry when freezing bellies, loins, hams and other cuts to wrap them in paper before placing them in the cooler, to prevent what is known as "freezer burn." When large quantities of product are being handled, the cost of labor for wrapping and paper add appreciably to the per pound cost of the product. In the plant of Cudahy Brothers Co. meats are frozen in this new freezer unwrapped, and in no case has freezer burn been noticed.

Bellies are frozen in pairs, one on top of the other, with the skin side out. These are placed on trays, one layer of pairs to the tray, and the trays stacked in the room. The new freezer now in use has a capacity of about 150,000 lbs. of these meats.

Hams and loins are also placed on trays, also stacked on top of each other. The room will hold about 150,-



BOOSTER COMPRESSOR FOR OBTAINING LOW TEMPERATURES.

The machine has the appearance of a standard cross compound steam driven compressor, with the exception that the ammonia cylinders are relatively large. Large ammonia cylinders are required because at 20 in. of vacuum, the pressure used, a pound of ammonia is equivalent to 56.5 cu. ft. of vapor and the evaporating temperature is -63.9 degs. F. It is not customary to operate compressors at such low vacuum pressure but it has been found practical to do so.

000 lbs. of loins, but, due to the fact that hams stack less compactly, somewhat less of hams.

Tests Show Gain in Weights.

Lengthy and careful tests have been made to determine the loss or gain in weight of meats frozen in this room, as compared with meats frozen in temperatures ordinarily used. In all cases *there was a gain in the weight of quickly-frozen meats when defrosted.* The results of two of these tests, one on bellies and the other on hams, are given here. These results are typical.

Sixty-five skinned hams were weighed before going into the freezer, after being frozen and when defrosted.

Weight before freezing, 1,149 lbs.

Weight after freezing, 1,146 lbs.

Weight after defrosting, 1,158 lbs.

Net gain, 9 lbs.

A similar test on 69 bellies gave the following results:

Weight before freezing, 1,074 lbs.

Weight after freezing, 1,073 lbs.

Weight after defrosting, 1,083 lbs.

Net gain, 9 lbs.

Value of the Ice Glaze.

These gains, it is thought, result primarily from absorption of moisture by the meat during the time it is defrosting.

All the meats are glazed by being dipped momentarily in water when they are taken out of the freezer and before going into the storage freezer.



GENERAL SUPERINTENDENT HUNT AND HIS NEW QUICK FREEZER.

Harry D. Hunt, general superintendent of Cudahy Brothers Co., who conceived the idea of freezing cuts in very low temperatures and who planned many of the details of the method.

The room is loaded in the afternoon and the meats, frozen solid, are removed the next morning. No cuts are wrapped and no freezer burn has been experienced. Nearly one square foot of direct expansion piping is installed for each cubic foot of freezer. The room has a capacity of 150,000 lbs. of meat.

It has been difficult, some packers have found, to keep this glaze on the meats frozen in ordinary freezer temperatures. After a few days it would

gradually disappear. Cudahy Brothers Co. have not had this experience, although their storage freezer is held at temperatures common to storage freezers, around 10 deg. above zero Fahr.

The low temperature freezer is usually loaded in the afternoon and the products removed the next morning, glazed and trucked to the holding freezer. The appearance of the meats when they come out of the freezer is brighter and the colors less dull than is usual in frozen meats. Some frost is apparent on the surface, but this disappears when the meats are dipped in the water to glaze them.

The bellies are not separated previous to glazing, and go into the storage freezer in pairs in the same manner as they were frozen.

No Drip on Defrosting.

When the meats are defrosted and cut there is no drip or leakage in excess of what would occur when unfrozen meats are cut.

One loin was examined that had been removed from the freezer four days previously and allowed to defrost slowly at ordinary temperatures. The loin was in the paper it had been wrapped in while it defrosted, and there was not enough moisture present to cause the paper to stick to the meat. This loin had been cut into several pieces as soon as the frost was out of it.

Loins frozen in this new freezer are
(Continued on page 53.)

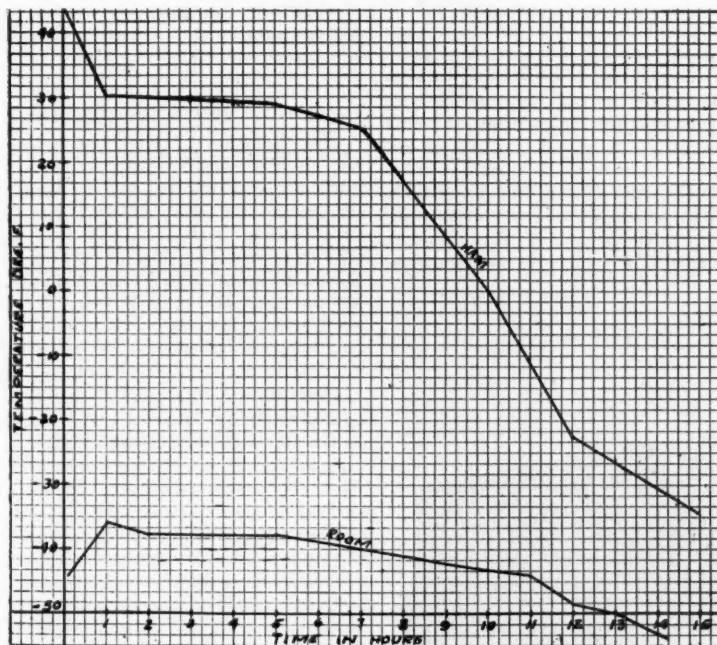


FIG. 2.—LOW TEMPERATURE AT START IS NO ADVANTAGE.

In this test the chart shows the freezing operation was started with a room temperature of about -45 degs. A comparison of this chart with Fig. 1 seems to indicate there is no advantage in starting the freezing operation with a very low room temperature. When this is done an outside casing is frozen on the meats before the inner portions have reached freezing temperatures, it is thought. This casing acts as an insulator and slows up the time of freezing.

Facts About Value of High Protein Diet Show Worth of Meat as Food

Repeated trials with men, as well as with laboratory animals, have demonstrated the healthfulness of high protein diets, according to C. Robert Moulton of Chicago, Director of the Department of Nutrition, Institute of American Meat Packers, and member of the Committee on Animal Nutrition of the National Research Council, in an address before a meeting of the Minnesota State Dietetic Association, held recently in St. Paul.

Dr. Moulton stated that it should not be argued from these experiments that everybody should utilize a diet composed exclusively of meat or other high protein foods, but, he added, "these experiments certainly demonstrate that there is no good reason in the case of the average normal person for greatly restricting the amount of meat eaten."

The best diet for the average individual, he continued, is one which consists "of a great variety of foods, including green leafy vegetables, fruits, dairy products and cereals, along with good protein foods, such as meat, fish, and eggs."

"The question of the effect of high protein diets on a man can best be solved by experiments on man himself, or by a study of the experiences of races of mankind with such diets," Dr. Moulton stated at another point.

"Eskimos," he said, "before close contact with civilization, lived entirely on diets that were essentially nothing but meat and fish. Stefansson, the well-known Arctic explorer, lived on such a diet for a number of years. Dr. W. A. Thomas, who examined a tribe of Eskimos during the MacMillan Expedition of 1926, found that they showed no unusual prevalence of kidney or blood

vessel disease. Dr. Clarence W. Lieb, who examined the explorer Stefansson, reported no indication of harm from the high meat diet consumed.

"There are other carnivorous races which have lived successfully on meat. The western Indians lived chiefly on buffalo meat. In the South American Pampas, Indians, as well as those who have become acclimated to that region, eat only or chiefly beef and water. These races are all hardy peoples.

"The harmlessness of a high meat diet also has been shown by recent experiments conducted under the auspices of the Russell Sage Institute of Pathology. Stefansson and a fellow Arctic explorer, Andersen, lived for a little over a year in New York City on an all-meat diet. This diet averaged about 20 ounces of lean meat and 8 ounces of fatty tissue daily. The men were constantly under observation of physicians. At the end of the experiment they were shown to be in perfect health. Absolutely no evidence of any kidney damage was found and the blood pressure was not affected."

Discussing the value of meat in the diet, Dr. Moulton said in part: "Meat is one of our best sources of protein, as well as of certain minerals and vitamins. Meat is especially rich in iron, which is necessary for the building of good rich blood. Certain meats—liver, heart, and kidneys—are particularly rich in the vitamins considered so essential for the maintenance of bodily vigor."

WESTINGHOUSE GREET PACKERS.

Meat packing, America's largest industry from the standpoint of product value, will be saluted by the Westing-

house Electric and Manufacturing Company in its radio program on the evening of Tuesday, May 20. The program will be given at 8.00 p. m. Central standard time, (9:00 Central daylight saving time), from the following station:

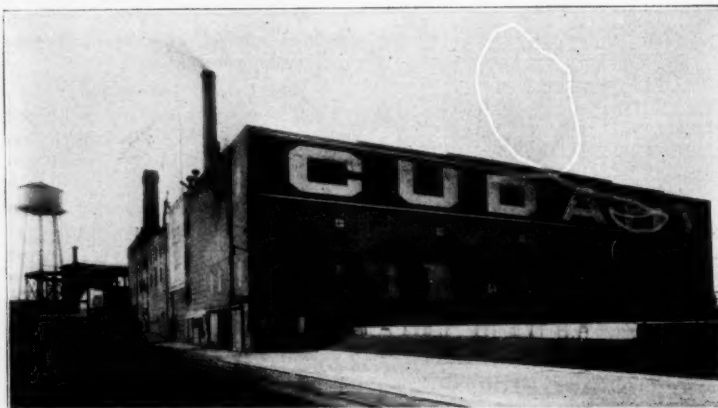
Atlanta, WSB; Baltimore, WBAL; Boston, WBZA; Charlotte, WBT; Chicago, KYW; Covington, WCKY; Denver, KOA; Detroit, WJR; Duluth, WEBC; Houston, KPRC; Jacksonville, WJAX; Kansas City, WREN; Los Angeles, KECA; Louisville, WHAS; Memphis, WMC; Miami, Fla., WIOD; Nashville, WHM; New Orleans, WSMB; New York, WJZ; Oakland, KGO; Oklahoma City, WKY; Pittsburgh, KDKA; Portland, Ore., KGW; Richmond, WRVA; Rochester, N. Y., WHAM; St. Louis, KWK; Salt Lake, KSL; San Antonio, WOAI; San Francisco, KGO; Seattle, KOMO; Spokane, KHQ; Springfield, Mass., WBZ; Superior, WEBC; Tulsa, KVOO.

Between specially arranged musical numbers the announcer will relate important and interesting facts about the industry and its service to producer and consumer, and will make reference to the value of meat as a food. Wm. Whitfield Woods, president of the Institute of American Meat Packers, will discuss briefly current facts regarding the industry. Since the inauguration of this radio feature of paying tribute to America's leading industries, the Westinghouse Company has saluted industries such as steel, cement, railroad, newspaper and others.

F. EDSON WHITE ON THE AIR.

"The Romance of American Industry," a new weekly series which will bring many of the big men in American commercial life before Columbia Broadcasting System microphones to tell of the romantic sides of their businesses, was inaugurated from Washington on Saturday evening, May 3, by A. E. Horst, president of the Associated General Contractors of America. The list of acceptances from heads of various business associations to take part in the series is as long and varied as the types of business and manufacture in the United States. A few of those to be represented are the meat packers, common brick manufacturers, confectioners, millers, beauty and barber supply dealers, clothiers, milliners, taxicab owners, florists, pickle packers and radio associations.

The second speaker in this series, to be heard this Saturday evening, May 10, is F. Edson White, president of Armour and Company and chairman of the Commission on Elimination of Waste of the Institute of American Meat Packers.



PLANT OF CUDAHY BROTHERS CO., CUDAHY, WIS.

The boiler room is centrally located with respect to the other departments, with a track convenient for economical handling of coal and ashes. The engine room in which the compressors are located adjoins the boiler room. (See pages 27-29.)

Packer Motor Truck Drivers Sign Safety Driving Pledge

Every automobile and truck driver of Wilson & Co., of which there are several thousand, has signed a pledge to make automobile driving safer and saner during 1930.

This is a move other industrial concerns might follow. During 1929 there were 30,000 lives lost due to automobile accidents. In commenting on this loss of life A. B. Drummond, chairman of the automobile accident prevention committee of the company, said recently:

"This information makes us think that a strong concerted effort should be made by everyone to take part in a campaign for safe driving of automobiles, so that our streets and highways will not show such results of unnecessary carelessness in the future.

"The members of the Wilson organization have been quick to grasp the importance of constructive methods and will be glad to be helpful in doing their part."

What the Drivers Pledge.

The pledge signed by the drivers follows:

"To make automobile driving safer in 1930 I am pledging myself to these resolutions:

"That I will drive my car as though half the world was deaf, dumb or blind and that their safety is in my keeping.

"That I will keep my car under control at all times so as to be able to meet any emergency that may arise.

"That I will keep uppermost in mind the rights and privileges of other drivers and pedestrians and observe the Golden Rule.

"That I will slow down at crossings, intersections, schools and other places where care and caution must be used.

"That I will never pass slower-going vehicles on hills, going around curves nor at crossings.

"That I will signal when about to stop or make a turn out of the line of traffic and watch for the signals of the cars ahead.

"That I will keep to the right of the center of the roadway and comply with all traffic signs, traffic lights, and roadway markings.

"That I will adapt my driving to weather and road conditions and be on guard against rain, snow, ice, soft spots, ruts, obstructions and traffic jams.

"That I will know the laws of city, county and state and obey all traffic and parking regulations.

"That I will make sure the road behind me is clear before backing up

and give proper signal before pulling away from the curb.

"That I will practice courtesy at all times and remember that the right-of-way idea is not the right way."

BUSINESS LOOKS AT ITSELF.

Present and long-time problems confronting business were discussed at the eighteenth annual convention of the Chamber of Commerce of the United States, held in Washington, D. C., April 28 to May 1, inclusive.

At the regular session stabilization and employment, Farm Board policies, trade practices, taxation and other major business problems were discussed.

In addition, a number of round table conferences were held, important among which was one on "What's Ahead for Business in Trade Practice Conferences," presided over by Hon. Christie Benet, general counsel of the National Cottonseed Products Association. More than 400 persons were present at this round table, indicating the widespread interest in the trade practice movement and its possibilities for business.

The President of the United States, Herbert Hoover, was the principal speaker of the convention. Mr. Hoover summarized the efforts to overcome the depression resulting from the recent economic crash and proposed the

organization of a national economic council to study all factors entering into business depression with a view to avoiding extreme conditions in future.

Packer leaders participating in the convention were F. Edson White, President of Armour and Company, who was among the guests and officials occupying the head table at the annual dinner, and F. S. Snyder, president of Batchelder, Snyder, Dorr & Doe Co., Boston, and chairman of the board of the Institute of American Meat Packers, who delivered an address on "Economic Bases of Business Stabilization."

The officers of the chamber elected for the coming year are William Butterworth, president; Julius H. Barnes, chairman of the board; and the following vice-presidents: W. Rufus Abbott, Chicago; A. J. Brosseau, New York; Karl DeLaitro, Minneapolis; Robert R. Ellis, Memphis; C. W. Lonsdale, Kansas City; and Paul Shoup, San Francisco.

BLAST WRECKS ARMOUR PLANT.

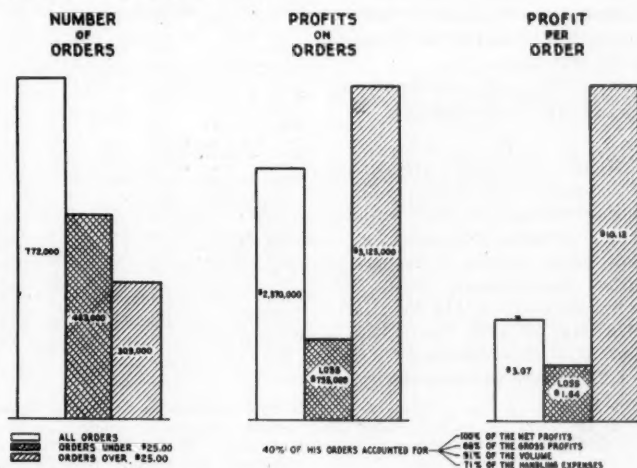
The five-story sausage factory of Armour and Company at South St. Joseph, Mo., was wrecked by an explosion on May 8. Four employees are known to have been killed and a considerable number are reported missing. About 70 persons were working in the plant at the time of the explosion, which it is thought was caused by gas. Property damage is estimated at between \$200,000 and \$300,000.

Example of Influence of the Small Order on Profits

WHAT ONE ELECTRICAL PRODUCTS DISTRIBUTOR FOUND.

Watching the small order and its influence on the total business should be a popular indoor sport of every meat packer. If it is found desirable for policy reasons to accept small orders, a careful check should be kept on these orders to find out how they are influencing total profits. Only in this way can the small order be controlled and held in its proper relationship to the total business.

Diagrams below show the influence of small orders in the business of an electrical products distributor. Sixty per cent of his total number of orders were under \$25 in value. On this portion of his business he suffered a loss of \$755,000. His profits on 40 per cent of his business were \$3,125,000, but his small orders reduced his total profits to \$2,370,000.



Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

CARFARE FOR CARETAKERS.

The matter of free transportation for livestock purchasers is explained in the following, which is one of a weekly series dealing with the various traffic problems of the packer.

Question.—A Louisiana packer writes that his brother in California can go out to the ranches and buy cattle, and the railroads pay the fare for him, letting him return with the cattle, and asks why that cannot be done by him in his section.

Answer.—This California privilege has been in effect for many years. It was temporarily knocked out during federal control, but promptly reinstated upon complaint before the Interstate Commerce Commission. It has never been used to any extent east of the Rockies.

It is recognized as a practice peculiarly desirable on the Coast, where buyers are accustomed to go to ranches to buy a large number of cattle. It is granted by the railroads upon the theory that it constitutes no added expense to them, because they furnish free return transportation on passenger trains to attendants who accompany two or more cars of livestock to markets. They reason that it costs no more to haul the man out on a passenger train, and back with the livestock, then to haul him with the livestock first and then return him.

It might be possible to get the privilege accorded you by filing a formal complaint with the Interstate Commerce Commission, although it is doubtful if the Commission would look with favor upon the extension of such an arrangement into territories where it has never been used.

Another question and answer will appear in this column in the next issue of THE NATIONAL PROVISIONER.

PERISHABLE FREIGHT HEARING.

The subjects listed below will be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held at committee headquarters, room 308, Union Station Building, 516 West Jackson Blvd., May 20, 1930, nine o'clock in the morning, Central Standard Time.

No. 2,170—Protective service against cold on bananas.

No. 2,248—Cost of salt included in stated refrigeration charges in Section 2.

No. 2,251—Refrigeration charges interstate points to Saskatchewan, Canada.

No. 2,272—Refrigeration charges from interstate points to Virginia versus North Carolina.

No. 2,285—Detention charges on re-consigned shipments moving under standard refrigeration.

No. 2,293—Extending carriers' protective service against cold at Arkansas and Oklahoma.

No. 2,305—Protective service against cold on citrus fruit, C. L., at hold points and destination.

No. 2,309—Charges on shipments re-consigned when moving under Carriers' Protective Service Against Cold.

No. 2,312—Change from refrigeration to heater service.

No. 2,319—Charge for salt supplied to fruits and vegetables moving under standard refrigeration service.

No. 2,322—Defining types of refrigerator cars.

No. 2,324—Allowing shippers to perform icing service at loading station on shipments moving on cost of ice basis.

No. 2,325—Removing ice from bunkers of cars containing bananas.

No. 2,326—Furnishing heaters to shipments of sweet potatoes handled under shippers' protective service against cold.

No. 2,332—Lighting of heaters.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on May 7, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on Apr. 30, or nearest previous date:

	Sales.	High.	Low.	—Close—
	Week ended			May 7.
	May 7.	—May 7.—		Apr. 30.
Amal. Leather.	400	2 1/2	2 1/2	2 1/2
Amer. H. & L.	100	5	5	5
Do. Pfd.	300	28	27	27
Amer. Stores.	2,500	48 1/2	48	50 1/2
Armour A.	12,600	5 1/2	5 1/2	5 1/2
Do. B.	16,500	3 1/2	3	3 1/2
Do. Pfd.	1,100	56 1/2	56 1/2	58 1/2
Do. Del. Pfd.	700	75 1/2	75 1/2	75 1/2
Barnett Leather	400	4 1/2	4	4 1/2
Beckmatt Pack.	400	58 1/2	58 1/2	61 1/2
Bohach Co.	900	76	76	77
Do. Pfd.	50	102	102	102
BrennanPack.A.	1,200	56 1/2	56	56 1/2
Do. B.	2,800	23 1/2	22 1/2	23 1/2
Chick C. Oil.	500	25 1/2	25 1/2	25 1/2
Childs Co.	22,500	62 1/2	61 1/2	65 1/2
Cudahy Pack.	2,100	42	42	43
First Nat. Strs.	7,400	53 1/2	52 1/2	55 1/2
Gen. Foods.	184,400	57 1/2	56 1/2	60 1/2
Gobel Co.	26,200	15 1/2	15	16 1/2
G.T.A. & P. Ist Pfd.	226	116 1/2	116 1/2	117 1/2
Do. new.	100	240	231	230 1/2
Hormel, G. A.	800	27 1/2	25 1/2	28
Hygrade Food.	4,400	13	12	14
Kroger G. & B.	63,400	24 1/2	23 1/2	25 1/2
Libby McNeill.	14,050	18	17 1/2	18 1/2
M. & H. Pfd.	650	36	35	36 1/2
Morrell & Co.	1,200	65 1/2	65 1/2	66 1/2
Nat. Leather.	000	2	2	2
Nat. Tea.	4,800	32 1/2	31 1/2	33 1/2
Proc. & Gamb.	26,400	74 1/2	72 1/2	72 1/2
Safeway Strs.	16,700	91 1/2	90 1/2	93 1/2
Do. 6% Pfd.	140	95 1/2	95	95 1/2
Do. 7% Pfd.	400	108	108	109 1/2
Strauss-R. Strs.	300	15	15	15
Swift & Co. new	9,500	30 1/2	30	30 1/2
Do. Intl.	7,850	34 1/2	33 1/2	33 1/2
Trunz Pork.	500	24	23 1/2	24 1/2
U. S. Cold Stor.	400	37 1/2	37 1/2	37 1/2
U. S. Leather.	2,700	12 1/2	12 1/2	12
Do. A.	1,200	20 1/2	20 1/2	21 1/2
Do. Pr. Pfd.	1,500	90 1/2	90 1/2	85
Wesson Oil.	3,200	24 1/2	24 1/2	25 1/2
Do. Pfd.	300	57 1/2	57 1/2	58
Wilson & Co.	1,100	4 1/2	4 1/2	4 1/2
Do. A.	100	9	9	10
Do. Pfd.	600	49	49	50

Do you want to help your retail customers improve their bookkeeping methods? Write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

TRADE GLEANINGS

A. Glauser, 2130 Market st., St. Louis, Mo., proposes to erect a \$40,000 packing plant.

Armour and Company plans to erect an addition to its Kansas City plant. Estimated cost, \$150,000.

H. W. Ziemer, Inc., Milwaukee, Wis., manufacturer of sausage, has incorporated with a capital stock of \$20,000.

Work has been started on the first unit of the new \$60,000 plant of the Jackson Packing Co., Jackson, Tenn.

The Lewis Newhof & Son plant, Albany, N. Y., was recently damaged by fire.

The Richmond Cotton Oil Co. plant, Richmond, Tex., is being rebuilt and re-equipped throughout with new machinery.

A new oil mill is being erected at Mazatlan, Mex., by the Explotadora de Aceites Vegetales, capitalized at \$150,000. The addition of a shortening plant is planned for an early date.

CUDAHY EARNINGS GOOD.

Operations of the Cudahy Packing Co. for the first half of its fiscal year which ended April 30 have been highly satisfactory, according to a statement recently issued by E. A. Cudahy, chairman of the board.

Mr. Cudahy informed the company's stockholders that the results of the first six months of the packer year have fulfilled his prediction made in December, 1929, that there would be no falling off in the packing business as a result of the drastic declines in security prices, nor from the effect of this decline on general business.

Throughout the entire six months' period ended April 30, the volume of the company's production and sales has continued on a normal basis. Net earnings for the period compare favorably with the first half of the previous year.

Inventory prices are considerably lower than at the beginning of the year. Mr. Cudahy said, the livestock situation is more favorable, and still better business is looked for during the summer and fall months.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in February, 1930, based on reports from about 600 packers and slaughterers representing nearly 75 per cent of the total slaughter under federal inspection, as reported by the U. S. Department of Agriculture, with comparisons:

	Cattle			Hogs			Sheep and lambs		
	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Boars	Lambs and yearlings	Sheep	
1929	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan.	47.54	49.44	3.02	52.48	47.15	.37	92.50	7.41	
Feb.	49.01	48.06	2.93	53.08	46.53	.39	93.12	6.88	
Mar.	50.95	45.06	3.39	51.41	48.04	.55	94.15	5.85	
Apr.	54.70	41.44	3.77	49.37	49.75	.88	91.56	8.44	
May	53.75	41.21	5.04	48.51	50.70	.79	87.12	12.88	
June	52.04	42.45	5.51	46.60	52.72	.08	89.94	10.06	
July	52.05	42.98	4.97	38.79	60.57	.04	91.96	8.04	
Aug.	50.34	45.59	4.07	39.30	60.12	.58	91.30	8.61	
Sept.	48.59	47.77	5.94	42.02	57.48	.50	91.44	8.56	
Oct.	42.87	53.52	3.81	45.81	53.65	.54	91.21	8.79	
Nov.	39.64	56.69	3.67	47.90	51.54	.56	89.68	10.32	
Dec.	44.55	51.01	4.44	49.77	49.75	.48	91.05	8.35	
Av. 1930.	48.63	47.58	3.90	47.68	51.76	.56	91.28	8.77	
Jan.	46.30	50.04	3.57	52.21	47.27	.32	91.70	8.30	
Feb.	47.68	48.59	3.73	53.54	46.04	.42	93.21	6.79	

THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.

OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERS

Published Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, Chicago

OTTO V. SCHRENK, *President.*

PAUL I. ALDRICH, *Vice-President.*

OSCAR H. CILLIS, *Sec. and Treas.*

PAUL I. ALDRICH, *Editor and Manager*

GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn St.,
CHICAGO, ILL.

Telephone Wabash 0742, 0743, 0744.
Cable Address "Sampan," Chicago.

EASTERN OFFICES.

295 Madison Ave., New York
Telephone Ashland 5676

PACIFIC COAST OFFICE.

681 Market Street, San Francisco, Calif.
NORMAN C. NOURSE, *Mgr.*

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States.....	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10
Back Numbers, each.....	.25

INSTITUTE OF AMERICAN MEAT PACKERS.

Chairman of the Board—F. S. Snyder,
Batchelder & Snyder, Boston, Mass.

President—Wm. Whitfield Woods, Institute
of American Meat Packers, Chicago.

Vice-Chairmen—E. A. Cudahy, Jr., Chi-
cago; B. C. Dickinson, Louis Burk, Inc.,
Philadelphia, Pa.; Jay C. Hormel, Austin,
Minn.; Chester Newcomb, Cleveland,
Ohio; A. T. Rohe, New York City.

Treasurer—Henry Neuhoft, Neuhoft
Packing Co., Nashville, Tenn.

Central Administrative Committee—
Oscar G. Mayer, Oscar Mayer & Co., Chi-
cago; Jay E. Decker, Jacob E. Decker &
Sons Co., Mason City, Iowa; A. T. Rohe,
Rohe & Brother, New York; F. Edson
White, Armour and Company, Chicago;
G. F. Swift, Swift & Company, Chicago;
Thomas E. Wilson, Wilson & Co., Chi-
cago; E. A. Cudahy, Jr., Cudahy Packing
Co., Chicago; and F. S. Snyder and W. W.
Woods, ex-officio.

Institute Plan Commission—Thomas E.
Wilson, Chairman, Wilson & Co., Chicago.
Directors (3 year term)—Jay E. Decker,
Jacob E. Decker & Sons, Mason City,
Iowa; F. Edson White, Armour and Com-
pany, Chicago; R. T. Keefe, Keefe-Le
Stourgeon Packing Co., Arkansas City,
Kans.; Geo. L. Franklin, Dunlevy-Frank-
lin Co., Pittsburgh, Pa.; J. W. Rath, Rath
Packing Co., Waterloo, Iowa; Frank M.
Fliror, Gobel-Kern, Inc., New York.

Directors (2 year term)—Oscar G.
Mayer, Oscar Mayer & Co., Chicago; T. P.
Breslin, Standard Packing Co., Los An-
geles, Calif.; W. F. Schluderberg, Wm.
Schluderberg-T. J. Kurdle Co., Baltimore,
Md.; Thomas E. Wilson, Wilson & Co.,
Chicago; F. R. Warton, Hygrade Food
Products Corp., Chicago; Frank A. Hunt-
er, East Side Packing Co., E. St. Louis,
Ill.

Directors (1 year term)—Charles E.
Herrick, Brennan Packing Co., Chicago;
G. F. Swift, Swift & Co., Chicago; El-
more M. Schroth, J. & F. Schroth Pack-
ing Co., Cincinnati, Ohio; L. E. Dennig,
St. Louis Independent Packing Co., St.
Louis, Mo.; John R. Kingham, Kingham &
Co., Indianapolis, Ind.; E. C. Andrews,
Jacob Dold Packing Co., Buffalo, N. Y.

Equipment and Costs

The meat packer often overlooks a possibility to increase his plant efficiency when he adds to his equipment instead of replacing it. This is particularly true when equipment is purchased to increase production.

There is seldom an economy in operating two or more machines when they can be replaced by one that will do the same work. Recently a small sausage manufacturer bought a new stuffer to supplement the one in use. His original machine had a capacity of 100 lbs. Another machine of the same size would fix him up just right, he figured.

What he should have done was to dispose of his old machine and purchase a new one with a capacity of 200 lbs. Had he done this he would have been able to use his labor to better advantage, save floor space, which he was badly in need of, economize on power and secure better efficiency generally. Because he hesitated to take a loss on his old machine, he has added to his unit cost of production. And eventually these higher costs will overshadow several times what the larger machine would have cost him.

In many meat plants similar situations can be found. Overhead and operating costs are high and labor is used inefficiently because production is secured with a number of machines of instead of a few of large capacity.

Here again, in most cases, the conditions exist because of the reluctance of the management to spend money to make money. The immediate outlay overshadows the possible profits.

In these days when the spread between costs and profits is small, many meat plant executives are going over their plants with fine-tooth combs to find possible savings. Any economy, however small, looks mighty good. And in the meantime, large losses are overlooked or ignored in many cases.

There is no economy in maintaining old or inefficient equipment in use when new and efficient will pay for itself. As a matter of fact, the packer who persists in such a policy pays for the new equipment without enjoying the benefits he might have from it. He pays for it in loss of efficiency and profits the new equipment would make for him.

Unless the packer uses common sense and foresight to keep his plant efficient and up-to-date he may find himself eventually in the same situation that overtook some New England textile mill owners.

In this case managers and superintendents were more interested in paying large dividends than in keeping their plants up-to-date. The result was that keen competition put them out of the running. Re-equipment to meet the situation was so absolutely necessary that these mill owners preferred to sell out or liquidate rather than to attempt to refinance.

Quality and Profit

A packer said recently that while quality is very desirable in manufactured meat products, it is possible to build too well.

He had profits in mind, of course. He knows that a profitable business, as a rule, is not built on products of inferior quality. He also has learned that it is possible to spend so much time and effort to produce a superfine piece of goods that no profit results. Expense to secure quality the consumer does not see and will not pay for is uneconomic.

The packer must make a profit. This necessitates selling the output of his plant at prices higher than the cost of production. And more and more, selling and merchandising of high quality are necessary to accomplish this.

The relation between the comparative importance of production and selling is a question that has long been argued in the meat industry. The salesman often blames the production man for his troubles, and the production man sometimes disregards the necessity for moving at profitable prices the product he manufactures.

A coordination of the production and sales departments and a highly developed sales sense would be helpful.

More thought and study needs to be given to markets and the most likely methods of attacking them. And there must also be the faculty for studying the needs, likes, and dislikes of customers, and providing them with products of a quality and at a price that will result in the greatest volume of sales and the largest profits.

Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

Curing Pork in Australia

Meat curing in Australia is done on a somewhat different basis from the plan followed in the United States. However, an Australian packer asks some questions regarding his cure.

He says:

Editor The National Provisioner:

I am writing to get some information on bacon curing.

In Australia we cure the pig in two or four pieces; full sides, as we call them, or hams and flitches. A flitch is the side with ham cut off and would average about 32 lbs.

We cure all our bacon in cement tanks large enough to hold 112 flitches, and have about 145 gallons of 100 degs. salt brine in them. When full they are weighted down till the pickle covers the lot, and left in until ready to take out and stack on the floor of the cellar to be salted and matured. Our process takes about six weeks for a mild cure.

What I would like to know is whether you could tell me what quantity of saltpetre would be sufficient to cure one tank of 112 flitches, providing the shoulder is pumped with very strong pickle and without sugar.

I notice that the use of sodium nitrite is recommended to set the color. If possible I would like to know quantities with and without. Also the quantity of sodium nitrate for a similar tank of 112 flitches? Which gives the best cure, saltpetre, saltpetre and nitrite, sodium nitrate or with nitrite?

Could you tell me how long you could use the same pickle over and over again with the addition of salt and saltpetre to keep up the strength of pickle, say if you fill the tanks five times in four weeks? We use ours for months and months and when about eight months old find the bacon gets very dark when it hangs a few days.

All your cures are with sugar I notice, but we can only use a little when stacked out. Sugar here is too expensive to use much.

Does sugar help to cure and color, or is it to make bacon mild?

Is it a mistake to kill pigs one day, put them in the chilling room the same day, the last to go in at 4:30 p. m. in the afternoon at a temperature of 35 to 40 degs., and put them in pickle the next day after midday?

How long do you recommend chilling? Would insufficient chilling cause bad bacon, providing the cure was all right?

Is there an instrument for testing the strength of saltpetre in a 90 to 100 deg. pickle?

This inquirer states that he cures sides in a 100 deg. pickle and later stacks them on the floor to be salted and matured, the whole process taking about six weeks.

This is quite different from American practice and consequently it is almost impossible to advise regarding improvements.

American practice calls for 5½ gals. of cover pickle to every 100 lbs. of meat. The cover pickle is made up of 4 lbs. of sodium nitrate and 20 lbs. of sugar added to a 70 salometer salt solution, for each 100 gals. of pickle.

The pumping pickle is made up of 8 lbs. of sodium nitrate and 20 lbs. of sugar added to 90 salometer pickle.

Use of Nitrate and Nitrite.

The formulas for both the cover and

the pump pickle vary in different plants, some using more sodium nitrate and others more or less sugar. Federal inspection here discourages the use of such large quantities of sodium nitrate as were used formerly in many plants.

Meats cured with the above formulas are left in cure 3 days to the pound.

If sodium nitrite is used to replace sodium nitrate, in general only one-tenth as much is used.

The use of nitrite, however, requires careful chemical supervision, and it is not advised that the nitrite cure be adopted unless the inquirer has technical control in his plant.

Processing the Pickle.

Regarding the continued use of pickle, it is not customary in this country to use the same pickle over and over again with the addition of salt and saltpetre, without processing it.

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

The article which ran in THE NATIONAL PROVISIONER on "Short Form Smoked Meat Tests" has been reprinted and may be had by subscribers by sending in the attached coupon, together with a 2c stamp.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Short Form Smoked Meat Tests." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

Processing involves boiling, filtration, and the addition of whatever curing ingredients chemical tests show to be necessary.

This inquirer's method of using second pickle seems to be rather unscientific, as he says nothing about processing the pickle when it is used over and over again.

Regarding the use of sugar, this is to develop flavor both as sugar and as a food for flavor bacteria.

Time Needed to Chill Properly.

It is perfectly safe to put the product in cure the day after the pigs are slaughtered, proving the internal temperature of the hams has been reduced to 36 to 38 degs. F. If the meat goes into cure before it is properly chilled, tainted bacon is very likely to result, regardless of the accuracy of the cure.

The length of time required to chill depends upon the chilling equipment. This time ranges in this country from as low as 16 hours to 48 hours. The meat is ready to cure when the temperature in the center of the thickest pieces is down to 36 to 38 degs. F.

The salometer, an instrument to measure the salt strength of pickle, is in common use in this country, but one to measure the saltpetre strength is not in use.

Mending Concrete Floors

Packers and sausagemakers have trouble with concrete floors cracking and breaking from the effects of grease, hot water, and other conditions typical of processing rooms in the meat plant. One packer tells his troubles and asks for advice as follows:

Editor The National Provisioner:

Our concrete floors, where hot water and grease get on them, chip off and break. Wonder if you would tell us how to patch them successfully. We will appreciate any help you can give us on this problem.

Grease softens concrete, and trouble with floors is very apt to occur where they are continually exposed to it, as in oleo rooms, etc.

The only remedy is to cut out the damaged sections, being sure to cut below the grease line, and re-cement. Unless all portions showing grease are removed a good bond will not be secured between the old and new cement.

Quick-setting cement is useful for such jobs. It can be poured one day and the floor used the next. Waterproofing the repaired spots with one or another of the waterproofing compounds on the market delays a recurrence of the trouble.

Stacking Bacon to Cure

Satisfactory methods of stacking dry cure and S. P. bacon are requested by a Western packer, who says:

Editor The National Provisioner:

We would appreciate your giving us information regarding the storage of dry cure and S. P. bacon.

First, we would like to know how high or how many layers can 6/8, 8/10 and 10/12 dry cure bellies be stacked, and at what degree should the coolers be kept? Should the product be kept there for 30 days?

The stacking of dry cure bacon in the cooler is objected to by some curing experts because of the excessive shrink experienced and the tendency of the product to lose color.

Sweet pickle bacon is sometimes stacked in piles about 3 feet high and held to complete the cure and make the product more uniform. When this is done, there is always danger of some of the product becoming rancid, the rancidity failing to show up until the meat is cooked.

Where stacking of bacon is practiced, the product should be held at a temperature not higher than 15 degs.

Dry cure bacon is generally a fancy bacon which is cured at temperatures of 36 to 38 degs. F., pulled at cured age and smoked and sold. If for any reason this bacon must be back-packed, it is likely to have to be put into a lower grade.

If it is a question of holding surplus product, it would be better to freeze the green bellies and cure them as needed.

Directions for making fancy dry-cured bacon can be secured by subscribers by sending a 2c stamp, with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Tallow and Stearine Uses

What are some of the uses of tallow and stearine? A subscriber writes:

Editor The National Provisioner:

Please tell us the various uses for edible tallow, oleo stearine and tallow and grease stearines?

Edible tallow is used primarily in the manufacture of compound. It may be used with neutral lard or vegetable oils for this purpose. It is also used for soap making when the market for edible purposes will not absorb the supply, and to a very limited extent for other industrial uses. The manufacture of edible tallow is not as great as might be expected, because of the negligible difference in price between the edible and inedible product.

Oleo stearine is used principally for the hardening of lard and compound. It is also used extensively in tanneries.

Tallow stearine and grease stearine are used in soap manufacture, also for candle making and in the manufacture of stearic acid.

Manufacturers of the different animal oils are the principal producers of

tallow and grease stearines. Tallow and grease are pressed for the purpose of getting tallow oil and lard oil or grease oil, which find wide industrial uses.

The bulk of plants that have grease and tallow in large quantities split them, usually manufacturing stearic acid. By splitting fats the two component parts are stearine and red oil. The latter product can be further converted into stearic acid, oleic acid, etc.

Advantage of Lard Roll

What is the advantage in using a lard roll? A small packer says:

Editor The National Provisioner:

We have been advised to use a lard roll to get better results with our lard. Please tell us what advantage there is in using a lard roll.

The lard roll is used partly to make lard set, and not only gives it a smooth, white, fluffy appearance, but also, by chilling it a very short length of time, effects a setting-up quality.

In using the roll, the lard is pre-cooled to 110 degs. and then run over the roll. This quick-chills the product and prevents any separation of lard into oil and stearine. Lard that has been run over a roll can withstand a higher temperature without softening than can lard that is slowly chilled.

The lard roll is a cast iron or steel cylinder through which chilled brine is pumped. Sometimes it is chilled by direct expansion. Where brine is used, best results in the use of the roll depend upon proper brine temperature and uniform circulation. The brine should enter the roll at zero and come out at 10 degs. above.

Dry Cured Bacon

Fancy dry-cured bacon is always in brisk demand. It is especially well suited for selling sliced in cartons, and appeals to the trade that demands a high grade product.

It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers by filling out and mailing the following coupon, together with a 2c stamp:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me formula and directions for making Fancy Dry Cured Bacon.

Name

Street

City State

Enclosed find 2c stamp.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

WHY PULVERIZE COAL?

By W. F. Schaphorst, M. E.

Every meat plant engineer knows that tremendous power is inherent in combustible dust. Many an industrial plant has been destroyed by dust explosions. Many a coal mine disaster has been caused by the explosion of coal dust.

The U. S. Department of Agriculture has recently been exhibiting an internal combustion engine run on dust, the force of the explosions being sufficient to cause the engine to deliver power.

In order to obtain quick or almost instantaneous combustion of any combustible material, it is necessary to increase the surface of the material being burned. Thus if a piece of wood is cut into shavings, the shavings will be consumed by fire much more quickly than would have been the original piece of wood.

Make the shavings as fine as excelsior and complete combustion will occur in a surprisingly short time. The finer the excelsior the greater the area of exposed wood and, therefore, the quicker the combustion.

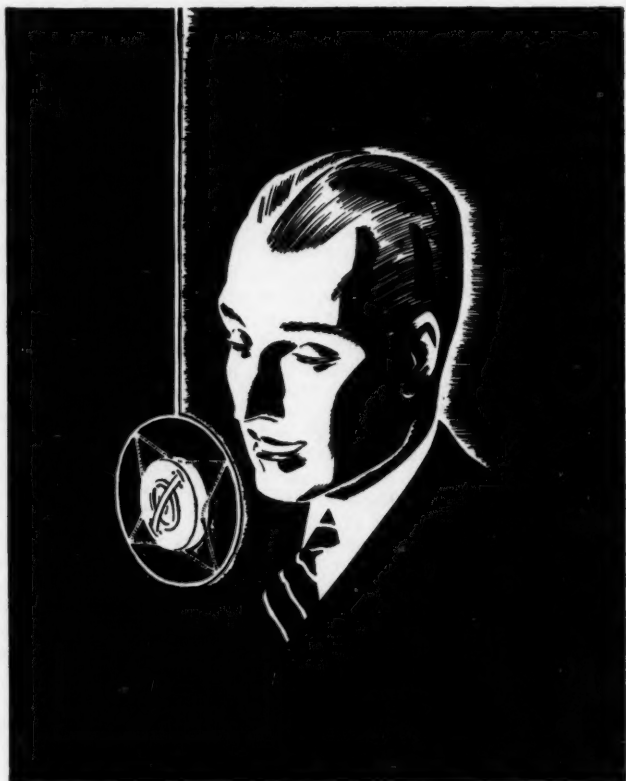
A lump of coal 1 in. square has a total surface of 6 square inches. If it is cut up into a great many tiny cubes so small that each cube will be only 1/200 in. on each edge the coal will be fine enough to pass through a so-called "120-mesh sieve." There will then be 8,000,000 tiny cubes, each of which will have a surface area of six forty thousandths of a square inch, and the total area of the cubic inch block will have been increased from 6 square inches to 1,200 square inches. In other words, its surface will be 200 times as great.

But coal dust that is really fine is finer than 8,000,000 cubes per cu. inch. The finest testing sieve in the world has 400 meshes per inch, or 160,000 square openings per square inch. The wires are 1/1000 of an inch in diameter. To pass through this sieve the coal particles must be smaller than 1/666 in. on each edge, and there would be a total of 295,000,000 such cubes per cubic inch of coal. The surface would be increased to 3,996 square inches. Coal of this extreme fineness burns so quickly that most people would call its combustion an "explosion," much like the burning of gas.

Even fuel oil must be pulverized or "atomized" before it will burn properly under a boiler. That is why the combustion of pulverized coal and atomized oil are similar. The more thorough the atomization of oil the better the combustion, because the more finely divided the oil is, the closer its approach to the ideal gaseous state. Similarly, the finer the pulverization of coal, the closer is its approach to the ideal gaseous state.

TUNE IN...

**TUESDAY
MAY 20**



THE ROMANCE OF THE MEAT-PACKING INDUSTRY

... A "WESTINGHOUSE SALUTE"

WESTINGHOUSE continues its series of distinctive radio broadcast programs with a Salute to the Meat-Packing Industry—portraying the romance of this great business against a colorful and impressive musical background. The studio cast includes actor-stars from the New York legitimate stage, a large chorus, and full orchestra accompaniment. You are invited to hear this program over a coast-to-coast NBC network, including Westinghouse Stations KDKA, WBZ, WBZA and KYW. Tune in Tuesday, May 20th, at 10:00 P. M., Eastern Daylight Saving Time.

Westinghouse



Provision and Lard Markets

WEEKLY REVIEW

Trade Moderate—Market About Steady—Hog Run Fair—Hogs Steadier—Cash Trade Moderate—Stock Statement Bullish.

There was no particular change in the general position of the market for hog products the past week. Prices backed and filled over a modest range, but the lard market again had considerable difficulty in holding small rallies. However, there was a noticeable letup in selling pressure, and at times some increase in speculative buying power in lard through commission houses.

The hog market was somewhat steadier, with a moderate hog run, but there was no particular activity in cash trade. However, the small increase in lard stocks at Chicago during April was bullishly construed, and served to emphasize that distribution is on a somewhat better scale than a good many had calculated.

The heaviness in grains, however, put somewhat of a damper on buying power in provisions, but one thing appeared certain. This was that during the last few days the lard market has displayed more stubbornness to selling pressure than it has for some time past. Complaints of a slow foreign demand for lard continued in evidence, but at the same time, reports indicate that lard stocks abroad are comparatively light. The domestic stocks of lard at the moment are considerably smaller than they were at this time a year ago.

Lard Stocks Higher.

Commission house sentiment was mixed. Professionals were inclined to sell on the bulges, but profit taking developed as soon as any support made its appearance. The lard stocks at Chicago increased only 315,478 lbs. during April, and total was 44,143,863 lbs., against 97,965,686 lbs. on May 1 last year.

The average price of hogs at Chicago at the beginning of this week was 10.10c, compared with 9.90c a week ago; 10.95c a year ago and 9.95c two years ago. The average weight of hogs received at Chicago last week was 232 lbs., compared with 232 lbs. the previous week, 243 lbs. a year ago and 232 lbs. two years ago.

The official exports of lard for the week ended April 26 were 10,750,000 lbs., against 13,030,000 lbs. the same week last year. Exports of lard January 1 to April 26, totaled 248,546,000 lbs., against 279,737,000 lbs. the same time last year. Exports of hams and shoulders for the week were 827,000 lbs., against 1,046,000 lbs. last year; bacon, including Cumberlands, 2,511,000 lbs., against 4,323,000 lbs. last year; pickled pork, 240,000 lbs., against 136,000 lbs. a year ago.

Hog Prices Lower.

The U. S. Department of Agriculture monthly report showed the unit

price of swine during March, 1930, was 10.17c, against 10.39c in February and 11.22c in March, 1929. The average weight during March was 230.25 lbs., against 231.02 lbs. in February and 229.47 lbs. in March last year.

The average weight of lard per animal rendered during March, 1930, was 36.70 lbs., compared with the March 1, 1929 to February 28, 1930, average of 36.27 lbs. The production of lard during March, 1930, was 124,129,000 lbs., against 133,923,000 lbs. in March last year and a March 5-year average of 146,066,000 lbs. The number of swine slaughtered under federal inspection in March was 3,392,302 head, against 3,645,301 head in March, 1929.

PORK—The market was quiet and steady in the East. Mess at New York was quoted at \$32.00; family, \$34.50; fat backs, \$22.50@26.00.

LARD—Domestic trade was fair, but foreign demand was quiet. At New York, prime western was quoted at \$10.85@10.95; middle western, \$10.75@10.85; city, 10¢@10½¢; refined continent, 10½¢; South America, 11½¢; Brazil kegs, 12½¢; compound, car lots, 10½¢; smaller lots, 11c. At Chicago, regular lard in round lots was quoted at about May price; loose lard, \$1.00 under July; leaf lard, 90c under July.

BEEF—The market in the East was steady, but trade was rather light. At New York, mess was quoted at \$25.00@26.00; family, \$26.50@27.50; extra In-

dia mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 44 for later markets.

FEBRUARY MEAT CONSUMPTION.

Federally inspected meats apparently available for consumption in February, 1930, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

BEEF AND VEAL		Per capita consumption, Lbs.
	Consumption, Lbs.	
Feb., 1930	334,000,000	2.7
Jan., 1930	416,000,000	3.4
Feb., 1929	339,000,000	2.8
PORK AND LARD.		Per capita consumption, Lbs.
	Consumption, Lbs.	
Feb., 1930	400,000,000	4.0
Jan., 1930	693,000,000	5.7
Feb., 1929	537,000,000	4.4
LAMB AND MUTTON.		Per capita consumption, Lbs.
	Consumption, Lbs.	
Feb., 1930	40,000,000	0.40
Jan., 1930	51,000,000	.42
Feb., 1929	40,000,000	.38
TOTAL MEATS.		Per capita consumption, Lbs.
	Consumption, Lbs.	
Feb., 1930	872,000,000	7.1
Jan., 1930	1,159,000,000	9.5
Feb., 1929	916,000,000	7.6

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended May 3, 1930, amounted to 5,297 metric tons, compared with 4,986 metric tons for the same period of 1929.

Cutting Value of Hogs Shows Decline

Smaller hog receipts toward the end of the week resulted in higher live prices, although demand has been weak and product prices barely held at the list. The cut-out loss on all averages of hogs was considerably increased over that of a week ago.

Scarcity of storage stocks of heavy cuts has resulted in a better cut-out value on heavy weight hogs, and small hog runs have contributed to strength in prices of fresh pork cuts.

Live costs are \$1.00 to \$1.50 under those of a year ago, being close to the 1928 level.

The short form hog test as of Thursday, May 7, shows a cutting loss per head ranging from \$1.48 to \$3.16.

In this test average yields according to packer dress, also average costs and credits, are used. All of these will vary with the kind of hogs slaughtered, local costs and credits, style of dress, etc. Every packer, therefore, should use figures of costs and yields based on tests made in his own plant. Local credit values should be used.

The cutting values of four average weights of hogs, per 100 lbs. live weight, based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE prices at Chicago on May 7, are as follows:

	100 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$ 2.53	\$ 2.37	\$ 2.33	\$ 2.27
Picnics	.70	.66	.64	.60
Boston butts	.60	.59	.59	.59
Pork loins	1.97	1.82	1.73	1.64
Bellies	1.98	1.87	.92	.37
Bellies (D. S.)	...	...	.67	1.35
Fat backs (D. S.)	...	...	.39	.52
Plates and jowls (D. S.)	...	...	.16	.21
Raw leaf	.18	.20	.20	.20
P. S. lard (rend. wt.)	1.17	1.36	1.03	1.06
Spare ribs	.13	.12	.12	.12
Lean trimmings	.16	.16	.16	.16
Rough feet	.09	.03	.03	.03
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value	\$ 9.74	\$ 9.48	\$ 9.11	\$ 8.28
Total cutting yield	65.50%	66.75%	69.00%	71.00%
Live cost, 100 lbs.	\$10.30	\$10.35	\$10.25	\$10.10
Crediting edible and inedible killing offal to the above total cutting yield and deducting from this the live cost of hogs plus all expenses, the following losses are shown:				
Loss per cwt.	\$.87	\$ 1.10	\$ 1.33	\$.96
Loss per hog	1.48	2.20	3.16	2.76

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended May 3, 1930:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	—Week ended—				Jan. 1, '30 to May 3.
	May 3.	May 26.	Apr. 26.	May 3.	May 3.
	1930.	1929.	1930.	1930.	1930.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,868	2,470	827	37,724	670
To Belgium	63	563	97	3,693	
United Kingdom	1,709	2,317	594	29,095	
Other Europe	22	17	2	313	
Cuba	137	136	231	5,887	
Other countries	137	136	231	5,887	

BACON, INCLUDING CUMBERLANDS.

	1930.	1929.	1930.	1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	3,035	4,611	2,511	55,788
To Germany	63	563	97	3,693
United Kingdom	2,617	3,594	2,056	36,389
Other Europe	212	244	244	10,418
Cuba	30	30	1	2,910
Other countries	143	424	113	2,408

LARD.

	1930.	1929.	1930.	1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	10,246	15,283	10,750	258,792
To Germany	2,732	6,594	3,019	53,918
Netherlands	334	642	1,216	17,295
United Kingdom	3,813	5,642	3,477	85,911
Other Europe	965	227	1,405	36,255
Cuba	1,402	1,082	1,013	26,029
Other countries	1,000	1,126	620	39,414

PICKLED PORK.

	1930.	1929.	1930.	1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	262	417	240	9,415
To United Kingdom	8	52	16	1,027
Other Europe	10	19	15	692
Canada	204	271	167	2,575
Other countries	40	75	42	5,151

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,868	3,035	10,246	262
Boston	216	43	28	8
Detroit	947	555	574	23
Port Huron	644	286	600	181
Key West	22	1,000	12	
New Orleans	39	1	1,368	28
New York	2,150	5,654	10	
Philadelphia	923			

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (Total)	1,700	2,617	
Liverpool	977	1,623	
London	325	482	
Glasgow	252	441	
Other United Kingdom	155	71	

	Lard, M lbs.
Exported to:	
Germany (Total)	2,732
Hamburg	2,606
Other Germany	123

CHINESE CASINGS IMPORTS.

Exports of sausage casings from Shanghai, China, to the United States during the period January 1 to February 28, 1930, amounted to 28,800 lbs., valued at \$25,800.

From Tientsin the exports of sausage casings to the United States during February totalled 48,874 lbs., valued at \$55,400.

The import of sausage casings by the United States from all of China shows a decline in 1929 from the high points of 1926 and 1927, when the annual import was valued at more than \$2,500,000.

The exports from Shanghai alone, from 1926 to 1929, inclusive, together with valuations are as follows:

	1926	1927	1928	1929
	1,124,383 pounds	942,041 pounds	149,740 pounds	97,193 pounds
	\$996,330	761,065	144,367	85,984

The volume and value of exports of sausage casings from all of China to the United States from 1926 to 1929, inclusive, are as follows:

	1926	1927	1928	1929
	2,336,638 pounds	2,495,647 pounds	1,191,301 pounds	
	\$2,565,165	2,427,349	1,533,278	1,327,158(*)

(*) Eleven months.

These figures have been reported to the U. S. Department of Commerce by representatives in the foreign service, and are furnished by the Foodstuffs Division of that department.

MAR. CANADIAN MEAT EXPORTS.

Exports of livestock and meats from Canada to the United States for March, 1930, with comparisons for 1929, according to the Dominion Live Stock Branch:

	Mar. 1930.	Mar. 1929.
Livestock, No.—		
Cattle	3,048	10,036
Calves	3,414	8,901
Hogs	25	167
Sheep	92	2,212
Meat, lbs:		
Beef	388,000	1,378,400
Bacon	148,000	320,400
Pork	91,300	533,500
Mutton	33,700	4,600

Watch the "Wanted" page for bargains.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, May 7, 1930.—Local producers are holding dried blood at \$3.75 per unit ammonia, New York, although the last sale was made at \$3.70 per unit f.o.b.

Ground tankage is held at \$3.75 and 10c New York, and bids a little under this have been declined. Stocks are in good shape with practically no surplus. Some South American tankage was sold at \$3.70 and 10c with some seller's quoting \$3.80 and 10c c.i.f.

The price of nitrate of soda has been cut several times and both the Champion Brand in 100 lb. bags and the regular Chilean nitrate is now being offered for May and June delivery at \$2.07 per 100 lbs. ex vessel Atlantic and Gulf ports.

The new potash prices of the French and German interests have been announced, and are the same as those which have prevailed for the past few months, excepting that discounts are allowed from 9% down to 2% according to the shipments, which range from prompt shipment to December shipment from Europe.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at New York for the week ended May 2, 1930, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef	214,489 lbs.	
Argentina—Oleo oil	2,300 lbs.	
Argentina—Pickled hams	156,219 lbs.	
Canada—S. P. hams	6,000 lbs.	
Canada—Calf livers	720 lbs.	
Canada—Bacon	1,907 lbs.	
Germany—Bacon	194 lbs.	
Germany—Hams	67 lbs.	
Germany—Sausage	7,193 lbs.	
Holland—Sausage	96 lbs.	
Holland—Hams	1,800 lbs.	
Ireland—Bacon	3,084 lbs.	
Ireland—Hams	659 lbs.	
Italy—Sausage	2,505 lbs.	
New Zealand—Beef quarters	130	
Paraguay—Canned corned beef	54,000 lbs.	
Uruguay—Pickled beef	24,778 lbs.	
Uruguay—Canned corned beef	720,000 lbs.	

Southwark Hydraulic Curb Presses

for FATS, TALLOW,
FERTILIZER, SOAP and
similar products
ALL CAPACITIES

Types for Every Class of
Work

Write for Bulletin

SOUTHWARK
F. J. SOUTHWARK & CO.
PHILADELPHIA, PA.

432 WASHINGTON AVE.
PHILADELPHIA, PA.
Chicago Akron

SCRAP
PRESS

300 to 1200 Tons

Hydraulic Cracking Ejector

Hoop guided on Rods

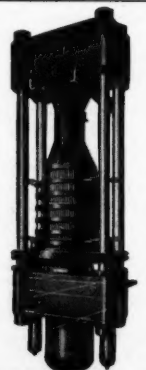
Quality High, Price Low

Ask us about them

**Dunning & Boschert
Press Co., Inc.**

362 West Water St.,
Syracuse, N. Y., U. S. A.

Established 1872



FILTER PRESSES

Filter Cloth Diaphragm Pumps

Your inquiries are solicited

T. SHRIVER & COMPANY

852 Hamilton St., Harrison, N. J.

THE STEDMAN LINE
Crushers, Hammer Type Grinders
and Pulverizers—Disintegrators

ALSO COMPLETE UNITS

STEDMAN'S FOUNDRY & MACHINE WORKS

FOUNDED 1834 AURORA, INDIANA, U.S.A.

May 10, 1930.

THE NATIONAL PROVISIONER

39

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—Decided weakness was again the feature in the tallow market in the East the past week. Following business in extra at 6½¢ f.o.b. New York, some 500,000 lbs. were reported sold at 6¢ f.o.b., the lowest price level in years. This selling appeared to have placed the producer in a more comfortable position, but it did not improve the market in the least, owing to the fact that with consumers well stocked up with supplies, the additional purchases made for a condition where the buyer continued to display little interest in the market except on concessions.

As a result, a good many still looked upon the market as weak, but one favorable development was a report of 400 tons sold for export. Should further foreign business materialize, it might readily bring about a healthier technical position and a natural recovery. The trade, nevertheless, was inclined to move slowly pending developments, but there was little question but that the export outlet was attracting more attention.

At New York, special was quoted at 5½¢; extra f.o.b., 6¢; edible, 7¢.

At Chicago trade in tallow was rather dull, with demand quiet, although some inquiry for summer shipments was in evidence. At Chicago, edible quoted at 7¢; fancy, 6½¢; prime packer, 6½¢; No. 1, 6¢; No. 2, 5½¢@5½¢.

There was no tallow auction at London this week. At Liverpool Australian tallow held steadily at unchanged prices. Fine was quoted at 38s 3d; good mixed, 35s.

STEARINE—Demand in the East continued rather slow, and the market was weaker. There was some business at 8½¢ New York, with the market later quoted 8½¢ nominal. At Chicago, stearine was quiet and barely steady. Oleo was quoted at 8½¢.

OLEO OIL—The market was quiet and easier, with offerings a little freer. At New York, extra was quoted at 11½¢; medium, 10½¢@10½¢; lower grades, 10½¢. At Chicago, the market was quiet and about steady. Extra was quoted at 11½¢.

See page 44 for later markets.

LARD OIL—A quiet demand was reported, with trade mostly for nearby delivery. The undertone was barely steady. At New York, edible was quoted at 13½¢; extra winter, 12¢; extra, 11½¢; extra No. 1, 11¢; No. 1, 10½¢; No. 2, 10½¢.

NEATFOOT OIL—Hand-to-mouth trading was reported in this market, and the tone was easier with raw materials. At New York, pure was quoted at 13¢; extra, 11½¢; No. 1, 11¢; cold test, 17½¢.

GREASES—A barely steady situation was the feature in the grease market in the East the past week as a result of further weakness in tallow. Selling pressure on the grease market, however, was not very aggressive, but consuming demand was more or less hand-

to-mouth. There was a wide spread in ideas as to values, with some business passing in house grease at 5½¢@6¢, while others quoted house greases materially below that level. The price, of course, depended greatly on quality.

No particular business in superior house at New York was noted, as producers were fairly well sold up. That grade here was quoted at 6¢ delivered. Yellow and house was quoted at from 4½¢@5½¢ by some, to 5½¢@6¢ by others. A white was quoted at 6¢; B white, 5½¢@5½¢; choice white, 6½¢@7¢ nominal.

At Chicago, trading in greases continued dull at the low levels. Demand for nearby shipment was very quiet, but moderate inquiries for June and July were reported. Demand for choice white in the west was particularly quiet. At times, a fair scattered trade in medium and low grade stuff at outside points, was reported. At Chicago, brown was quoted at 5½¢; yellow, 5½¢@5½¢; B white, 5½¢; A white, 5½¢; choice white, 5½¢.

By-Products Markets

Chicago, May 8, 1930.

Blood.

Blood is still in good demand and sales are in fair volume. South American is easier and offered at \$3.60 c. i. f. Prices show little change.

Unit

Ammonia.

Ground and unground.....\$4.00@4.25

Digester Feed Tankage Materials.

The market is firmer and inquiries are a little better. Offerings are not heavy. Demand for stick is good and offerings light.

Unit Ammonia.

Unground, 11½ to 12% ammonia, \$4.10@ 4.40 & 10

Unground, 6 to 8% ammonia.....@ 4.10 & 10

Liquid stick.....3.50@ 3.75

Steam bone meal, special feeding,

per ton.....40.00@42.50

Fertilizer Materials.

The market in fertilizer materials continues quiet. No trading of any consequence taking place.

Unit Ammonia.

High grd. ground, 10@11% am..\$ @ 3.15 & 10

Low grd., and ungr., 6-9% am. 3.00@ 3.10 & 10

Hoof meal.....2.75@ 3.00

Bone tankage, low grd., per ton 18.00@20.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing but little activity. Few sales are being made.

Raw bone meal for feeding.....\$ @ 55.00

Steam, ground, 3 & 50.....27.00@30.00

Steam, unground, 3 & 50.....25.00@27.00

Cracklings.

Demand continues good and offerings are not plentiful.

Per Ton.

Hard pressed and exp. unground, per

unit protein.....\$ 1.00@ 1.05

Soft prod. pork, ac. grease & quality 60.00@65.00

Soft prod. beef, ac. grease & quality 45.00@50.00

Meat scrap, per unit protein......95@ 1.05

Gelatin and Glue Stocks.

Market continues slow. Producers are not offering and buyers are showing little interest.

Per Ton.

Kip and calf stock.....\$42.00@43.00

Hide trimmings.....@ 33.00

Horn piths.....36.00@38.00

Cattle jaws, skulls and knuckles.....30.00@32.00

Sinews, pizzles.....30.00@33.00

Pig skin scraps and trim., per lb.....4½¢@4½¢

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....\$85.00@100.00

Mfg. ahin bones.....60.00@100.00

Cattle hoofs.....35.00@ 36.00

Junk bones.....25.00@ 25.00

(Note—Foregoing prices are for mixed carloads

of unassorted materials indicated above.)

Animal Hair.

There is some interest but most buyers have covered their requirement and are not in the market, as is usual at this time of the year.


Coil and field dried.....1½¢ @ 2 c

Processed, grey, summer, per lb.....2½¢ @ 3 c

Processed, grey, winter, per lb.....4 ¢ @ 4½¢

Cattle switches, each.....2½¢ @ 3½¢

* According to count.



Heat CONTROL

Powers Thermostatic Regulators

are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.

37 Years of Specialization in Temperature Control

2725 Greenview Ave., Chicago. Also 35 other cities.

The Powers Regulator Co.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

Will Restrictions on Margarine Destroy Demand?

Efforts to drive margarine out of retail grocery stores in dairy districts of the Northwest and deprive consumers of the opportunity of purchasing this food product are doomed to failure, in the opinion of leaders in the margarine industry.

Three factors, according to Dr. J. S. Abbott, secretary of the Institute of Margarine Manufacturers, convince the manufacturers of this staple that they will be sustained in their right to sell and distribute margarine wherever and whenever there is a demand for it. These are:

1. The saneness of, and the desire for fair play by the American public.
2. The continuing demand of consumers for margarine even in dairying areas where it has been boycotted.
3. The quality of the product and its firmly established place in the family of foods.

Undue Discrimination?

The margarine industry, Dr. Abbott explained, does not question the right of those who are attempting legitimately to promote the increased use of butter. It does condemn, however, the discriminatory means which have been taken in some instances to suppress the sale and distribution of margarine in the belief that it will solve the surplus of butter stocks and raise the price of butter-fat.

"Our industry has faith in the justice of the American public," Dr. Abbott declared. "We believe that the average person does not countenance any undue discrimination against one domestic food product for the purpose of advancing the consumption of another domestic product. Yet such has been the case in many agricultural communities where retail grocers have been forced to discontinue the sale of margarine and where margarine licenses have been burned on public bonfires."

With the public in possession of the facts, the margarine industry believes the theory that increasing margarine consumption was responsible for the butter surplus will be exploded. There is no evidence to lay the butter surplus at the door of margarine.

Too Rapid Expansion Blamed.

The real cause, and that most frequently voiced by leaders in the dairying industry, is too rapid expansion in that industry. Dairy leaders have pointed out that increasing milk production by producers serving the profitable big city trade has created a surplus that has had the effect of lowering the prices of butter-fat throughout the entire range of dairying states.

In dairy communities where margarine has been exiled, consumers in many instances are making their purchases direct from the manufacturers.

That there is a growing sentiment among retail grocers, especially those who have been forced to discontinue the sale of margarine, that they have been the victims of irresponsible farm leaders is evident, Dr. Abbott said. A recent issue of the "National Grocers Bulletin," official mouthpiece of 80,000 retail grocers, sets forth this point of view in the following editorial:

High Manufacturing Standards.

"The taxing of oleomargarine is nothing more or less than the exercise of political power to curb the distribution of an imaginary competitive product. It is an attempt to effect by legislation what mis-directed leadership and lack of proper merchandising has failed to do."

The fact that margarine in its manufacture is safeguarded as to purity as no other food product is safeguarded is an important factor in retaining the confidence of the buying public in areas where it is being attacked, Dr. Abbott pointed out.

Three United States government bureaus watch over its purity—the Bureau of Animal Industry, the Bureau of Internal Revenue, and the Bureau of Chemistry. On top of this, rigid pure food laws in the various states govern every step of its manufacture and sale. Added to this is the vigilance of the manufacturers themselves in producing the best article of food they know how in the light of modern scientific knowledge.

MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during March, 1930, with comparisons, were as follows, according to the U. S. Bureau of Internal Revenue:

	Mar., 1930.	Mar., 1929.
	Lbs.	Lbs.
Total production of uncolored oleomargarine	24,685,505	28,191,553
Ingredient schedule for uncolored oleomargarine:		
Butter	168,353	240,591
Cocconut oil	13,674,453	15,075,628
Cottonseed oil	2,418,256	2,185,451
Derivative of glycerine	9,690	.....
Edible tallow	2,025	1,765
Leithin	42	.....
Letisene concentrate	7	.....
Milk	6,726,768	7,611,506
Mustard oil	6,140	.....
Neutral lard	1,250,776	1,772,550
Oleo oil	2,619,456	3,612,217
Oleo stearine	566,911	405,961
Oleo stock	69,294	79,585
Palm oil	41,467	100,798
Palm kernel oil	1,674	.....
Peanut oil	344,294	569,143
Salt	2,032,837	2,305,393
Soda (benzoate of)	7,302	9,692
Soya bean oil	14,323	.....
Total	29,897,338	34,030,220
Total production of colored oleomargarine	1,337,399	1,526,729
Butter	1,570	1,260
Cocconut oil	489,403	511,306
Color	1,656	2,185
Cottonseed oil	148,618	201,474
Derivative of glycerine	32	.....
Milk	376,491	521,330
Mustard oil	380	.....
Neutral lard	133,135	172,965
Oleo oil	324,184	385,779
Oleo stearine	8,989	13,922
Oleo stock	7,285	13,829
Palm oil	8,817	45,670
Peanut oil	19,011	27,547
Salt	107,436	118,127
Soda (benzoate of)	136	168
Total	1,627,143	2,015,553
Total ingredients for colored and uncolored	31,524,481	36,045,773

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of
**SHORTENING
MARGARINE**

COTTONSEED CRUSHERS MEET.

Cottonseed grading will be one of the leading topics of discussion at the thirty-fourth annual convention of the National Cottonseed Products Association, to be held in New Orleans May 12, 13 and 14. The regular convention sessions will be preceded by conferences and meetings of the rules committee on May 9 and 10.

Other important subjects of discussion are adjustments and possible changes in the oil settlement rules, discussion of new uses for hulls and linters, report on operations under the code of trade practices, and reports on research and educational work. A report on the status of the Federal Trade Commission's investigation of the industry in compliance with a senate resolution will also be made.

The Roosevelt Hotel is convention headquarters.

NEW ORLEANS OIL MARKETS.

(Special Report to The National Provisioner.)

New Orleans, La., May 5, 1930.—Notices amounting to 27 contracts have been issued since First Notice Day, and the circulation of these has forced a fair amount of liquidation in this position. However, all of this liquidation has been very well absorbed.

The very narrow differences which have obtained between the May position and the more distant position before First Notice Day, on First Notice Day, and since First Notice Day, have enticed many to transfer to more distant positions, believing such a transaction will be to their advantage. They probably would have liquidated or sold outright if the differences had not been as narrow as they were.

Hog lard was steady with a slight advance and cotton also has been firm. This should have a tendency to strengthen the cottonseed oil position, because it is now well understood that the remaining stocks are in strong hands and that buyers will have to meet sellers' views for the remainder that is for sale.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., May 7, 1930.—Cottonseed continues inactive, due to an absence of selling pressure, while the buying interest is also considerably limited by mills closing down, and a lack of open short interest.

Cottonseed meal opened firm Wednesday, and traded in fair volume June and July at \$38.25, but the market turned dull at these levels, and later was subjected to selling pressure from both local traders and the outside, with June back down to \$37.85 near the close, with this about the July basis and October trading at \$35.75.

News overnight was lacking, except spot demand is still reported as indifferent from the consuming trade, but \$35.00 is rather freely bid through spot brokers for Valley slab, shipment through July, this figuring about a basis of \$38.50 for Memphis meal. Today's selling is thought to be liquidation in advance of the Government report Monday, though this document will probably make bullish reading.

MEET.

e of the
at the
of the
Associa-
ns May
vention
ferences
ittee on

discus-
possible
les, dis-
and lin-
der the
orts on
a report
le Com-
ndustry
solution
vention

ETS.

sioner.)
1930.—
cts have
ay, and
forced a
is posi-
uidation

s which
position
before
ce Day,
ave en-
distant
saction
y prob-
old out-
ot been

a slight
en firm.
ncy to
position,
od that
strong
have to
mainder

KETS.

sioner.)
D.—Cot-
to an
while the
derably
and a

Wednes-
e June
market
d later
re from
le, with
ear the
y basis

except
s indif-
de, but
gh spot
nipment
out a
al. To-
liquida-
ent re-
cument
ling.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Slow—Market Steady—Cash Trade Quiet—Crude Nominal—Lard Barely Steady—Weather South Favorable.

Cotton oil futures on the New York Produce Exchange the past week experienced a very quiet trade, but the tone was fairly steady, the market covering narrow limits. With the trade in an awaiting position and the news within the market itself without change, outside developments had less influence. At no time was there any particular pressure on the market, while at all times there was an absence of any important buying power.

Commission house trade was mixed and without feature, while professional operations counted for little, the locals clinging close to shore owing to the fact of a lack of leadership on either side. Deliveries of 400 bbls. on May contracts, making 600 bbls. to date, brought about some commission house liquidation in the spot month and widened the May discount to about 16 points under July.

Refiners brokers and shorts bought May and sold the futures, while scattered commission house buying was in evidence in the late months. There was a little switching at times from May to July at 15 points, but the small deliveries failed to bring about any particular liquidation or selling pressure. However, the impression prevailed that further tenders would be forthcoming, and that not only would May widen its discount under July but that July would also widen its discount under the later positions.

Cash Trade Dull.

The dullness in the market was difficult to understand. Whether or not it meant that prices are scraping close to bottom and that the market has discounted the bearish elements of the situation, remains to be seen. However, the locals were afraid to press the market, and refiners appeared satisfied to have values hold around this level.

There was no evidence of any particular improvement in cash trade, in fact cash handlers continued to report a very poor consuming demand.

The weather in the South was looked

upon as favorable for the progress of the new crop, the weekly report stating that in the western belt further rains were beneficial, but that there is a general need of moisture on the lower Mississippi Valley and Tennessee, eastward to the Atlantic Ocean. Temperatures during the week were generally favorable where the soil is not too dry. In Texas, the crop has made very good progress. Stands are good and fields clean.

Chopping of the early crop is well advanced and planting is progressing in the heretofore dry western sections. In Oklahoma, seeding is well advanced, in the south central and east, with some cotton up, but planting was interrupted in the north and west by wet soil. In Arkansas, progress was excellent except in some dry areas. Germination

is being retarded in nearly all other sections of the belt, and growth of early planted seed is slow because of widespread dryness.

While the weekly report spoke of dryness in many areas, the latter was relieved by heavy rains in the western belt on Tuesday night and Wednesday of this week. At the same time there were showers in the central and eastern belt, with the outlook good for further moisture relief in the latter sections.

Outside Markets Depressing Influence.

There was still a disposition in many quarters to await the April oil statistics, with a general tendency to anticipate small April distribution. Distribution so far this month has not picked up, and consequently there is increasing talk of prospects of a larger carry-over at the end of the season than a year ago. The latter, with the satisfactory cotton outlook at the moment, undoubtedly is discouraging speculative buying of futures, but the lack of pressure on the market is only traceable to one feature—the moderate price levels prevailing at this time.

The break in tallow to 6c here eliminates soap kettle possibilities as far as cotton oil is concerned, while the fact that the lard market still experiences considerable difficulties in holding small rallies does not help cotton oil in the least, notwithstanding the fact that the Chicago lard stocks during April increased only 15,478 lbs. and total 44,143,863 lbs., against 97,965,686 lbs. on May 1st last year.

The crude oil markets were nominal, and quiet throughout the week, with the Southeast and Valley quoted at 7½c while Texas was unquoted.

New Oil Contract.

Trading under the new cottonseed oil rules of the New York Produce Exchange began with the first call on Thursday morning, May 8, in accordance with the resolution adopted by the Board of Managers as follows:

Resolved, that trading on this exchange in cottonseed oil for future delivery, in accordance with the rules adopted March 6, 1930, shall begin with the first call on May 8, 1930, and such

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 8, 1930.—Crude is ruling steady at 7½c bid in the Valley, with small offerings at 7½c. Western crude stocks are almost exhausted with 7½c bid. There is no new crop crude trading yet, and markets inactive, showing the usual pre-convention attitude. The trade generally expects crude to remain between 7½c and 7¾c the balance this season, with bleachable commanding a larger premium over crude on account of the larger than usual stocks of off-refined.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 8, 1930.—Crude cottonseed oil very dull at 7½@7¾c; 41 per cent protein meal, \$38.00; loose hulls, \$7.50. Weather is cloudy and pleasant. There was some rain this week.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 8, 1930.—Prime cotton seed nominal; prime crude oil, 7½c; 43 per cent cake and meal, \$39.00; hulls, \$13.00; mill run linters, 2@3½c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

trade at the outset may be for delivery in any month from November, 1930, to April, 1931, both inclusive, and with the expiration of each month of trading, under such rules, a new delivery month shall be added, so that in November, 1930, and thereafter, trading in accordance with the rules adopted March 6, will be permitted for delivery in any one of twelve months. Further, resolved that transaction in accordance with the old rules, namely the rules under which transactions were made prior to May 8, 1930, may be made up to and including December, 1930, but such transactions shall in no case provide for delivery beyond December, 1930, and all bids and offers under such rule shall specify "old contract."

COCOANUT OIL—Demand was extremely quiet throughout the week, and the market was about steady. Nearby bulk oil at New York was quoted at 6½c, and balance of the year 6½c. At the Pacific Coast, tanks were quoted at 6¼@6½c, according to position.

CORN OIL—Trade was moderate and the market slightly easier, being influenced by developments elsewhere. Corn oil, f.o.b. mills, was quoted at 7½c.

SOYA BEAN OIL—Demand was flat, and purely nominal conditions prevailed. Domestic oil, f.o.b. mills, was quoted at 8¼@9c, while Pacific Coast tanks were quoted at 9@9½c nominal.

PALM OIL—There was a fairly good demand in the East for prompt oil, but demand for shipment oil was limited. At New York, spot Nigre was nominally 7½c; shipment Nigre, 6½c; spot Lagos, nominally 7½c. Several tanks of Lagos, June 1 arrival, was said to have sold at 7½c.

PALM KERNEL OIL—Demand was slow, with the trade awaiting tariff developments. At New York, bulk oil was quoted at 6¼@6½c.

OLIVE OIL FOOTS—Trade was quiet and the market barely steady, with spot supplies, New York, quoted

at 6¼@6½c. Future shipments were quoted at 6¼@7c.

RUBBERSEED OIL—9½c nominal.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was slow and the market barely steady with prices quoted about ¼c over May. Store oil stocks at New York on May 1 were 2,900 bbls. Southeast and Valley crude, 7½c nominal; Texas unquoted.

COTTONSEED OIL—Market transactions at New York:

Friday, May 2, 1930.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	880	a	....
May	500	888	888
June .....	.....	885	a 888
July .....	.....	885	a 891
Aug.	400	905	904
Sept. ....	.....	914	a 918
Oct. ....	.....	921	a 923
Nov.	400	923	921
Dec. ....	.....	910	a 920
.....	.....	913	a 925

Total sales, including switches, 1,300 bbls. P. Crude S. E. 7½@7¼c.

Saturday, May 3, 1930.

Spot	80	a	....
May	400	885	883
June	100	883	883
July .....	.....	899	a 903
Aug. ....	.....	908	a 915
Sept.	500	917	915
Oct.	100	917	917
Nov. ....	.....	900	a 915
Dec. ....	.....	910	a 920

Total sales, including switches, 1,100 bbls. P. Crude S. E. 7½@7¼c.

Monday, May 5, 1930.

Spot	875	a	....
May	1200	883	878
June	100	877	877
July	900	895	888
Aug.	600	900	898
Sept.	1300	910	902
Oct.	800	912	903
Nov.	200	900	890
Dec. ....	.....	895	a 905

Total sales, including switches, 5,100 bbls. P. Crude S. E. 7½c Nominal.

Tuesday, May 6, 1930.

Spot	870	a	....
May	1500	881	876
June ....	.....	875	a 880
July	400	892	890
Aug. ....	.....	900	a 905
Sept.	800	908	905
Oct. ....	.....	908	a 909
Nov. ....	.....	898	a 910
Dec. ....	.....	903	a 915

Total sales, including switches, 2,700 bbls. P. Crude S. E. 7½c Nominal.

Wednesday, May 7, 1930.

Spot	870	a	....
May	300	879	877
June ....	.....	875	a 891
July	500	895	891
Aug. ....	.....	902	a 906
Sept.	500	912	910
Oct. ....	.....	908	a 911
Nov. ....	.....	900	a 910
Dec. ....	.....	907	a 915

Total sales, including switches, 1,300 bbls. P. Crude S. E. 7½c Nominal.

Thursday, May 8, 1930.

Spot	875	a	900
May .....	.....	879	a 885
June ....	.....	878	a 891
July	899	897	898
Aug. ....	.....	908	a 912
Sept.	915	913	913
Oct. ....	.....	913	a 916
Nov. ....	.....	903	a 913
Dec. ....	.....	910	a 917

See page 44 for later markets.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, May 8, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening.		Per lb.
North and Northeast:		
Carlots, 26,000 lbs.	.....	@11
3,500 lbs. and up.	.....	@11¼
Less than 3,500 lbs.	.....	@11½
Southeast:		
Carlots, 26,000 lbs.	.....	@10½
Less than 3,500 lbs.	.....	@11¼
Southwest:		
Carlots, 26,000 lbs.	.....	@10½
10,000 lbs. and up.	.....	@10¾
Less than 10,000 lbs.	.....	@11¼
Pacific Coast:	.....	@11¼

Salad Oil.		
North and Northeast:		
Carlots, 26,000 lbs.	.....	@10½
5 bbls. and up.	.....	@11¼
1 to 4 bbls.	.....	@11½
South:		
Carlots, 26,000 lbs.	.....	@10½
Less than Carlots.	.....	@11¼
Pacific Coast:	.....	@10½
Cooking Oil—White.		
¾c per lb. less than salad oil.	.....
Cooking Oil—Yellow.		
¾c per lb. less than salad oil.	.....

P. & G. OPEN NEW OFFICE.

New Southeastern headquarters will be opened by the Procter & Gamble Co. at Charlotte, N. C., on July 1. Distribution of the company's products throughout the Charlotte territory will be handled through this office. The products, it is estimated, will be valued at \$3,000,000 annually.

HULL OIL MARKET.

Hull, England, May 7, 1930.—(By Cable.)—Refined cottonseed oil, 30s 9d; Egyptian crude cottonseed oil, 27s 9d.

The Procter & Gamble Co.
refiners of all grades of

COTTONSEED OIL

PURITAN—Winter Pressed Salad Oil
BOREAS—Prime Winter Yellow
VENUS—Prime Summer White
STERLING—Prime Summer Yellow
WHITE CLOVER—Cooking Oil
MARIGOLD—Cooking Oil
JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Short-
enings and Margarines
(58°-60° titre)

COCOANUT OIL
MOONSTAR—Cocoanut Oil
P & G SPECIAL—(hardened) Cocoanut Oil

General Offices, Cincinnati, Ohio
Cable Address: "Procter"

South Texas Cotton Oil Co.
Houston, Texas

Manufacturer of

Hydrogenated Oils

Cotton Seed and Peanut, for

SHORTENING
MARGARINE

and Confectionery Trades

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

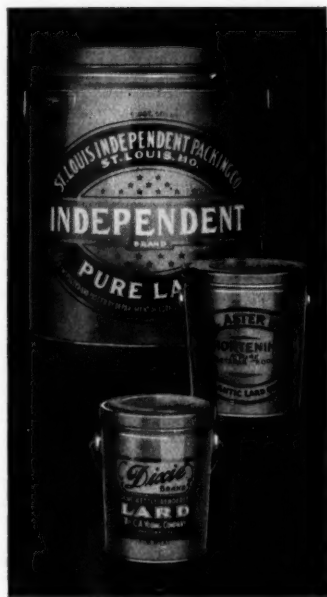
On the New York Produce Exchange



reasons why

CONTINENTAL

can better serve you



1. There's a Continental Can to meet every packaging need.
2. Continental Closing Machines of various types give better service.
3. Continental Research and Development Laboratories to assist in the solution of your problems.
4. Specialists in "Packaging To Sell" designs help you develop a new package or modernize an old one.
5. 35 modern Continental Plants located in 24 principal cities to render the utmost in service.
6. More than 5,000 employee stockholders who, as "Partners in the Business," have a deeper interest in serving you.

Here is a packaging service that has pointed the way to increased sales, by better packaging, for many of the country's outstanding merchandising successes. It is based on a quarter century of experience gained in helping widely

diversified businesses to solve their packaging problems.

A call to the nearest Continental Office will bring an experienced representative who can assist you with your packaging problems.

CONTINENTAL CAN COMPANY INC.

Executive Offices: NEW YORK: 100 East 42nd St.

CHICAGO: 111 West Washington St.

SAN FRANCISCO: 155 Montgomery St.

CHICAGO	CINCINNATI	WHEELING	PASSAIC	SAN JOSE	BALTIMORE	OAKLAND	NEW ORLEANS	ROANOKE
BOSTON	DETROIT	JERSEY CITY	LOS ANGELES	CLEARING	CANONSBURG	ALBANY, GA.	SAN FRANCISCO	SYRACUSE
NASHVILLE	HURLOCK, MD.	DALLAS	E. ST. LOUIS	DENVER	SEATTLE	BEDFORD, VA.	KANSAS CITY, MO.	HAVANA, CUBA

"It's Better Packed in Tin"

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were quiet and steady the latter part of the week due to light offerings, steadiness in hogs. There was a fair cash trade, but weakness in grains continued and checked rallies.

Cottonseed Oil.

Cotton oil was moderately active and weaker on account of beneficial rains and scattered liquidation, refiners absorbing old contracts. New grading contracts were moderate and the market was barely steady, but there was considerable interest under market. Delivery points are New York, Macon, Ga., Dallas, Tex., and Ivorydale, O. It is expected an increased interest will be shown new contracts as new crop progresses. Cash trade is quiet and sentiment locally is bearish. Crude is nominal at 7½c for Southeast and Valley.

Quotations on cottonseed oil at New York Friday noon were: Old contract.—May, \$8.76 sales; June, \$8.70@8.85; July, \$8.85@8.87; Aug., \$8.95@8.97; Sept., \$9.01@9.03; Oct., \$9.02@9.04; Nov., \$8.85@8.97; Dec., \$8.85@9.05.

New contract.—Nov., \$8.41@8.49; Dec., \$8.45@8.50; Jan., \$8.48@8.53; Feb., \$8.55@8.59; March, \$8.65@8.68; Apr., \$8.68@8.75.

Tallow.

Tallow, extra, 6c.

Stearine.

Stearine, oleo, 8½c.

FRIDAY'S GENERAL MARKETS.

New York, May 9, 1930.—Lard, prime western, \$10.85@10.95; middle western, \$10.75@10.85; city, 10½@10½c; refined continent, 10½c; South American, 11½c; Brazil kegs, 12½c; compound, 10½c.

BRITISH PROVISION MARKETS.

(By Cable to The National Provisioner.)

Liverpool, May 9, 1930.—General provision market rules dull. Demand rather poor for hams and picnics; square shoulders and pure lard fair.

Friday's prices were as follows: Hams, American cut, 94s; Liverpool shoulders, square, 84s; hams, long cut, 96s; picnics, 74s; short backs, 88s; bellies, clear, 80s; Canadian, none; Cumberland, 94s; Wiltshires, none; spot lard, 53s 6d.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet during the week ended May 3, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 111 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 90,000, at a top Berlin price of 14.71 cents a pound, compared with 85,000, at 16.01 cents a pound, for the same week of last year.

The Rotterdam market was weak. Prices were lower. All oleo products

prices steady. Demand poor for refined lard.

The market at Liverpool was rather quiet with prices slightly lower. Market for all American bacon with exception of clear bellies, firm.

The total of pigs bought in Ireland for bacon curing was 14,000 for the week, as compared with 19,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending May 2, 1930, was 129,000, as compared with 92,000 for the corresponding week of last year.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on April 30, 1930, reported to the U. S. Department of Commerce were as follows:

	Apr. 30, 1930.
American and Canadian bacon, tons.....	2,386
Hams, tons.....	552
Lard, refined, tierces.....	1,455
Lard, prime steam, tierces.....	639

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 7, 1930, show exports from that country were as follows: To England, 68,619 quarters; to the Continent, 42,362 quarters.

Exports of the previous week were as follows: To England, 68,619 quarters; to the Continent, 14,606 quarters.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended May 3, 1930:

Week ended	New York.	Boston.	Phila.
May 3, 1930.....	26,915	46,265	22,932
Apr. 26, 1930.....	62,952	40,172	34,288
Apr. 19, 1930.....	33,574	54,985	38,108
May 4, 1929.....	6,949	1,122	1,446
Apr. 27, 1929.....	41,766	5,134	20,858
To date 1930.....	713,324	330,706	274,201
To date, 1929.....	425,870	110,183	207,466

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended May 3, 1930, were 3,962,000 lbs.; previous week, 5,339,000 lbs.; same week last year, 5,032,000 lbs.; from January 1 to May 3 this year, 73,178,000 lbs.; same period a year ago, 70,237,000 lbs.

Shipments of hides from Chicago for the week ended May 3, 1930, were 2,432,000 lbs.; previous week, 3,554,000 lbs.; last year, 4,151,000 lbs.; from January 1 to May 3 this year, 66,449,000 lbs.; same period a year ago, 77,692,000 lbs.

TANNERS' MAR. HIDE STOCKS.

Stocks of raw hides and skins held by tanners on March 31, 1930, with comparisons, are given by the U. S. Department of Commerce as follows:

	Mar. 31, 1930.	Feb. 28, 1930.
Cattle, total.....hides	1,686,181	1,687,896
Green salted:		
Steers.....hides	486,330	535,601
Cows.....hides	736,607	742,550
Bulls.....hides	58,030	41,211
Unclassified.....hides	338,372	303,143
Dry or dry salted.....hides	66,842	75,901
Calves.....skins	1,732,225	1,728,164
Kip.....skins	239,754	301,837
Sheep and lamb.....skins	6,235,884	5,907,232
Goat and kid.....skins	8,539,175	7,429,696
Cabretta.....skins	731,545	600,066

MARCH SHEEPSKIN STOCKS.

Stocks of sheep, lamb and cabretta skins for March, 1930, with comparisons, are reported by the U. S. Department of Commerce as follows:

RAW STOCKS AT END OF MONTH.

	March, 1930.	February, 1930.	March, 1929.
Sheep and lamb.....	6,235,884	5,907,232	6,411,327
Cabretta.....	731,545	600,066	484,354

IN PROCESS END OF MONTH.

	March, 1930.	February, 1930.	March, 1929.
Sheep and lamb.....	4,538,337	4,704,756	4,971,478
Cabretta.....	358,039	428,048	230,085

PRODUCTION DURING MONTH.

	March, 1930.	February, 1930.	March, 1929.
Sheep and lamb.....	2,631,541	2,513,966	3,177,951
Cabretta.....	323,540	306,654	211,907

Watch the "Wanted" page for business opportunities.

STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Stocks of the principal hides and skins at the end of February, 1930, and March, 1930, based on reports received from 4,100 manufacturers and dealers, and stocks disposed of during the former month, are reported by the U. S. Department of Commerce as follows:

	Mar. 31, 1930.	Feb. 28, 1930.	Tanned, Mar., 1930.	Deliveries during Mar., 1930.*
Cattle, total hides.....	3,969,244	3,981,844	1,391,814	1,128,440
Steers, hides.....	1,196,909	1,198,672	.....	315,181
Cows, hides.....	1,539,576	1,549,112	.....	458,106
Bulls, hides.....	168,008	152,079	.....	43,569
Unclassified, hides.....	1,064,061	1,061,981	.....	311,581
Buffalo, hides.....	45,870	36,861	1,635	4,351
Calif. total skins.....	2,575,866	2,507,474	1,037,290	834,406
Green-salted, skins.....	2,136,848	2,045,783	991,644	740,427
Dry or dry-salted, skins.....	438,948	461,691	65,646	94,069
Kips, total skins.....	462,249	541,659	167,355	142,204
Green-salted, skins.....	400,649	484,532	164,398	141,843
Dry or dry-salted, skins.....	61,600	57,127	2,957	361
Horse, colt, ass, and mule:				
Hides.....	184,300	175,990	5,083	46,621
Fronts, whole fronts.....	89,033	97,669	100,019	1,240
Butts, whole butts.....	184,509	214,128	49,980	1,042
Shanks.....	39,564	44,685	42,096	.....
Splits, pickled, pieces.....	32,541	35,093	57,070	1,254,290
Goat and kid, skins.....	10,227,156	9,069,539	4,776,775	74,706
Cabretta, skins.....	819,371	687,680	268,631	1,940,001
Sheep and lamb, total skins.....	9,748,003	9,348,481	2,474,951	540,508
Wool skins, skins.....	1,316,398	1,298,400	.....	159,984
Shearlings, skins.....	743,167	556,360	.....	1,218,896
Without wool—pickled, skins.....	7,278,056	7,254,423	.....	20,613
Without wool—dry, skins.....	411,072	254,298	.....	1,099
Skivers, dozens.....	61,646	73,654	4,573	2,878
Fleashers, dozens.....	10,265	18,863	9,811	40
Kangaroo and wallaby, skins.....	363,676	385,063	81,010	60,894
Deer and elk, skins.....	235,101	247,821	23,840	60,504
Pig and hog, skins.....	131,354	148,103	82,004	195,064
Pig and hog strips, pounds.....	697,388	639,407	315,399	.....
Seal, skins.....	44,011	62,772	22,592	.....

*Represents deliveries by packers, butchers, dealers, and importers.

Hide and Skin Markets

Chicago.

PACKER HIDES—There was a good broad movement in the packer hide market this week, with total sales estimated over 80,000 hides, all moving at unchanged prices. Early this week it developed that about 40,000 hides were moved quietly last week at steady prices, and the market is now considered well cleaned up to kill. At the present moment there are practically no hides offered in this market and, with the take-off now running into May, and packers' stocks well cleaned out, some seasonal appreciation in values in the near future would not appear out of line. Some packers sold straight April take-off this week, others moved mixed March-April hides; some earlier dating native steers also moved and one lot of butt branded steers dated January to April, moving at the same price as current take-off, and indicating a firm market.

Spread native steers quoted 15½¢@16¢, nom. Heavy native steers moved at 14¢, and extreme native steers at 13¢, steady.

Butt branded steers were well sold at 14¢, with some 2,800 dating January to April going at the same price. Colorados moved at 13½¢; good quantity moved quietly last week on same basis. Heavy Texas steers sold at 14¢, and possibly a car or two of light Texas steers at 13¢, steady. Extreme light Texas steers moved with branded cows at 12¢.

Heavy native cows were the last selection to move, about 12,000 going finally at 12¢, steady. Upwards of 20,000 light native cows were sold or booked at 12½¢. Branded cows moved in a good way at 12¢.

Native bulls last sold at 9¢ for November forward take-off, with 9½¢ paid for St. Pauls recently. Branded bulls last sold at 8¢.

South American market showed a further seasonal decline, with a partial recovery later, and an active trade; stocks now fairly well cleaned up. The market declined to \$32.25 for Argentine steers, equal to about 14½¢, c.i.f. New York, as against \$33.75 paid last week. Later sales were reported at \$32.75, equal to about 14½¢, c.i.f. New York.

SMALL PACKER HIDES—Trading in May take-off started at the opening of the week, when one local small packer moved 9,000 May hides, basis big packer grading and trim, at the full market; light native cows brought 12½¢, branded cows 12¢, native steers 14¢ and branded steers 13½¢. Another killer sold 3,000 May light native cows at 12½¢. Three small packers moved a total of 12,000 May hides at 12½¢ for all-weight native steers and cows, and 12¢ for branded, all prices steady.

Nothing further heard from Pacific Coast market, where last confirmed trading in March take-off was at 11½¢ for steers and 10¢ for cows, f.o.b. shipping points; killers asking ½¢ more.

HIDE TRIMMINGS—Quoted nominally \$32.00@33.00 per ton, Chicago basis.

COUNTRY HIDES—Country market has been somewhat quieter but about steady. Some buyers claim they are about to obtain outside hides at

their ideas of values, but offerings from larger dealers are light. All-weights generally quoted 10¢ last paid for 48-lb. av., with ¼¢ more asked. Heavy steers and cows offered at 9½¢. Bids of 10¢ reported for buff weights, with ¼¢@½¢ more asked for better quality. Extremes range 12¢@12½¢, according to percentage of grubs. Bulls offered at 7¢, flat. All-weight branded quoted about 8½¢, flat, less Chicago freight.

CALFSKINS—Packer calfskins were about cleaned up earlier to first of May, with last trading at 20¢, northern basis.

First-salted Chicago city calf quoted 18¢ nom., for straight 8/15 lb. weights, based on movement of three or four cars of split weights at 17½¢ for 8/10 lb., and 18½¢ for 10/15 lb., a good advance over previous trading. Mixed cities and countries 15½¢@16¢, nom.; straight countries about 14½¢.

KIPSKINS—Most packer kipskins were cleaned up earlier to May first, with last trading at 18¢ for northern natives, 16¢ for over-weights, and 13½¢ for branded. One small lot of April kips available at 18¢ for natives.

Chicago city kips offered at 17¢. Mixed cities and countries 14½¢@15¢, nom.; straight countries about 13½¢.

Big packer regular slunks again sold at \$1.25 for Aprils; hairless quoted 26¢ last paid.

HORSEHIDES—Market about unchanged, with choice city renderers with manes and tails quoted \$4.25@4.75 asked. Mixed city and country lots range \$3.25@3.75 flat, based on not over 10 per cent No. 2's.

SHEEPSKINS—Dry pelts quoted 11¢@12¢ per lb. Shearlings about unchanged; one car No. 1 big packer shearlings sold at 55¢, and couple cars moved at 50¢, flat, for 1's and 2's. Fresh clips quoted about 35¢@40¢; straight No. 2's alone about 30¢. Last sales of small packer shearlings were at 22½¢, flat, at outside point, figuring 30¢ for ½ in. up, 20¢ for shorts and No. 2's, and 10¢ for shear cuts, barebacks and ribby. Pickled skins steady and quoted \$4.50@5.00 per doz. straight run of lamb at Chicago. Last sales of wool pelts were at \$1.35 for heavies and \$1.20 for lights, at outside point. Country pelts quoted 60¢@75¢.

PIGSKINS—No. 1 pigskin strips sold at 7¢, and a few cars extra good quality at 7½¢, both prices delivered East; some l.c.l. lots of small packer strips moved as low as 4½¢. Frozen gelatine scraps quoted 4½¢, and green salted 4½¢, delivered.

New York.

PACKER HIDES—Packer hide market quiet but firm, all packers having already moved April productions several weeks back at 14¢ for native steers; butt brands, 14¢; Colorados, 13½¢.

COUNTRY HIDES—Little change in the market and trading rather quiet. Good buffs from mid-western points quotable around 10¢. Extremes generally quoted 12¢, with ¼¢ more asked.

CALFSKINS—Calfskin market stronger. One car 5/7's sold at \$1.70, or 5¢ advance; a car 7/9's moved at \$2.05, or 10¢ advance. Last sales of 9/12's were at \$2.60, and higher talked.

Last trading in 12/17 lb. veal kips was at \$2.90@2.95, buttermilks \$2.80, and 17 lb. up \$3.90; higher prices talked.

New York Hide Exchange Futures.

Saturday, May 3, 1930—Close: May 14.10n; June 14.40n; July 14.70n; Aug. 14.90n; Sept. 15.09@15.15; Oct. 15.40n; Nov. 15.60n; Dec. 15.85 sale; Jan. 15.95n; Feb. 16.05n; Mar. 16.15n; Apr. 16.25n. Sales 3 lots.

Monday, May 5, 1930—Close: May 14.00b; June 14.20n; July 14.50n; Aug. 14.70n; Sept. 14.95@14.96; Oct. 15.20n; Nov. 15.40n; Dec. 15.70 sale; Jan. 15.85n; Feb. 16.00@16.10; Mar. 16.10n; Apr. 16.20n. Sales 69 lots.

Tuesday, May 6, 1930—Close: May 14.00b; June 14.20n; July 14.50n; Aug. 14.70n; Sept. 14.95 sale; Oct. 15.20n; Nov. 15.40n; Dec. 15.65b; Jan. 15.85n; Feb. 15.95@16.15; Mar. 16.10n; Apr. 16.20n. Sales 7 lots.

Wednesday, May 7, 1930—Close: May 14.00@14.30; June 14.20n; July 14.50n; Aug. 14.70n; Sept. 14.92@14.99; Oct. 15.20n; Nov. 15.40n; Dec. 15.70@15.80; Jan. 15.85n; Feb. 16.00@16.20; Mar. 16.10n; Apr. 16.30b. Sales 9 lots.

Thursday, May 8, 1930—Close: May 14.10; June 14.20n; July 14.50n; Aug. 14.70n; Sept. 14.90@15.00; Oct. 15.15n; Nov. 15.35n; Dec. 15.75; Jan. 15.85n; Feb. 15.95b; Mar. 16.10n; Apr. 16.20n. Sales 18 lots.

Friday, May 9, 1930—Close: May 13.91@14.25; June 14.20; July 14.50; Aug. 14.70; Sept. 14.90; Oct. 15.15; Nov. 15.35; Dec. 15.65@15.74; Jan. 15.85; Feb. 15.95@16.05; Mar. 16.10; Apr. 16.20.

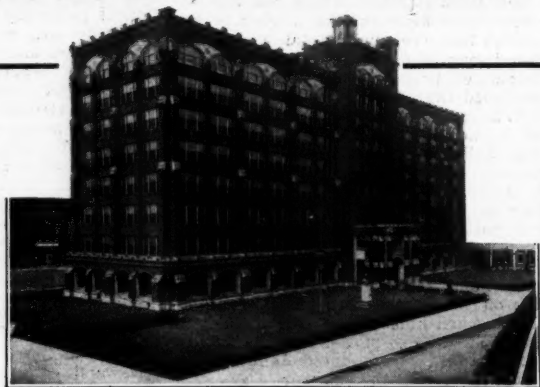
CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended May 9, 1930, with comparisons, are reported as follows:

SPR. NAT.	PACKER HIDES.		COR. WEEK, 1929.
	Week ended May 9.	Prev. week.	
Strs. nat.	15½¢@16n	15½¢@16n	16 @16½n
Hvy. nat. str.	14 14	14 14	14 @14½
Hvy. Tex. str.	14 14	14 14	14 @13½
Hvy. butt brand str.	14 14	14 14	14 @13½
Hvy. Col. str.	13½ 13½	13½ 13½	13 @13
Ex-light Tex. str.	12 12	12 12	12 @13½
Brnd'd cows.	12 12	12 12	12 @13½
Hvy. nat. cows.	12 12	12 12	12 @13½
Lt. nat. cows.	12½ 12½	12½ 12½	14 @14½
Nat. bulls. 9 9	9 9	9 9	9 @10n
Brnd'd bulls. 8 8	8 8	8 8	8 @9n
Calfskins	20 20	20 20	20 @21
Kips, nat.	18 18	18 18	18 @19
Kips, or-wt.	16 16	16 16	16 @17
Kips, brnd'd	13½ 13½	13½ 13½	13 @15
Slunks, reg.	1.25 1.25	1.25 1.25	1.40@1.50
Slunks, hrls.	26 26	26 26	50 @55n
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			
CITY AND SMALL PACKERS.	CITY AND SMALL PACKERS.		COR. WEEK, 1929.
	Week ended May 9.	Prev. week.	
Nat. all-wts.	12½ 12½	12½ 12½	14 @14
Branded	12 12	12 12	12 @13½
Nat. bulls.	9 9	9 9	9 @10n
Brnd'd bulls.	8 8	8 8	8 @9n
Calfskins	18n 17½	18n 18	18 @18n
Kips	17n 17n	17n 17	17 @17½
Slunks, reg. 1.07½ 1.10	1.07½ 1.10	1.07½ 1.10	1.25 @1.35
Slunks, hrls.	20n 20n	20n 20n	35 @35
COUNTRY HIDES.	COUNTRY HIDES.		COR. WEEK, 1929.
	Week ended May 9.	Prev. week.	
Hvy. steers.	9½ax 9½	9½ 9½	10½ @11
Hvy. cows.	9½ax 9½	9½ 9½	10½ @11
Bufs.	10 10	10 10	11½ @12
Extremes	12 12	12 12	13½ @14½
Bulls.	7ax 7ax	7 7	8 @8½
Calfskins	14½n 14n	14n 14n	15 @15n
Kips	13½n 13n	13n 13n	14 @14n
Light calf. 1.00@1.10	1.00@1.10	1.00@1.10	90 @1.00
Deacons	1.00@1.10	1.00@1.10	90 @1.00
Slunks, reg. 50 60	50 60	50 60	50 @60
Slunks, hrls. 5 10n	5 10n	5 10n	15 @20
Horsehides. 3.25@4.75	3.50@4.75	3.50@4.75	4.25@5.50
Hogskins	50 55	50 55	60 @70
SHEEPSKINS.	SHEEPSKINS.		COR. WEEK, 1929.
	Week ended May 9.	Prev. week.	
Pkr. lmbts. 1.30@1.40	1.30@1.40	1.30@1.40	1.90@2.40
Sml. pkr.	1.20@1.35	1.20@1.35	1.75@2.25
Pkr. sheeps. 30 55	30 55	30 55	1.05@1.30
Dry pelts	11 12	11 12	18 @20

LIVE HOG "FUTURE" MARKET

**USE IT
When
Advantageous
To You**



It is NOT compulsory— Use the "Future" Market at any time. It is always open. You can use it best when it presents an advantage—in price—in weight—in quality.

You are always certain the right quality is available on 'Change. Buy when the price, weight or delivery meet your needs or expectations. Whether you visualize a nice profit, or the load becomes too heavy, "Hedge" the *whole* hog. Lift the "Hedge" when you merchandise the product.

The advantages are many and distinct. "Futures" are now available on the best Hog Market of the World. Make use of them.

But it IS convenient



Send for
Clearing House
Regulations

Rigid regulations govern all operations of this Exchange. They clearly establish its function and protect contracts of buyers and sellers. Because ample cash deposits are required, delivery and acceptance are assured. In fact all contracts are guaranteed by this Exchange. Get your FREE copy of the Regulations today.

Contracts for Prime Hogs can be bought **ONLY** in Chicago, the World's Greatest Hog Market

CHICAGO LIVE STOCK EXCHANGE

Union Stock Yards

Chicago, Illinois

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., May 8, 1930.

CATTLE—Compared with a week ago: Fed steers and yearlings, unevenly lower, mostly 25¢@50¢ off; medium to good weighty steers and common to medium light offerings reflect maximum decline, very meager sized crop choice medium weights and heavies holding about steady; runs excessive; too many light steers and yearlings here, but week's crop also comprised too many medium to good heavy steers; fat she stock about 25¢ lower, with better grade fat cows showing most decline; bulls, steady to 25¢ lower; vealers, 25¢@50¢ higher. Extreme top weighty steers, \$14.75; next highest price, \$14.60; best light yearling steers, \$13.65; heifers, \$12.75; very few fat cattle in run above \$13.00, price range unusually wide, with killers buying their material from \$8.00@14.75, mostly \$10.00@12.50. Break in live market more or less attributable to erratic beef trade, which remains narrow, especially on kosher chunks. Shipper outlet is below normal.

HOGS—Price fluctuations in the hog market were narrow, but today's light run and active competition on the part of all interests was responsible for a 15¢@25¢ advance, and today's quotations are mostly 25¢ higher than last Thursday. Today's top, \$10.40, paid for 180- to 210-lb. weights; bulk good to choice 160- to 230-lb. weights, \$10.20@10.35; 240 to 300 lbs., \$10.00@10.25; 350-lb. weights, \$9.80; 130 to 150 lbs., \$9.75@10.35; pigs, \$9.00@10.00; packing sows, \$9.00@9.50; hogs scaling from 190 to 250 lbs., predominated in receipts, and the most of the run was of good quality.

SHEEP—Compared with one week ago: Fat lambs, 25¢@50¢ higher; fat ewes unchanged. Spring lambs were scarce and nominally steady; light re-

ceipts were bullish factor early, curtailed shipping demand a weakening factor late. Bulk woolled lambs, \$10.75@11.25; practical top, \$11.50; heavies, \$10.50; shorn lambs, 86 to 107 lbs., \$9.50@10.10; few early, \$10.25@10.50; fat shorn ewes, \$6.00 down; California springers, 70 to 76 lbs., \$12.25@12.65; common to good natives, \$9.00@12.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., May 8, 1930.

CATTLE—Fed steers and yearlings, as a rule, met a very slow trade during the week, and all but the better grades of weighty offerings closed at 25¢@50¢ lower levels against a week ago. Good to choice heavy steers were scarce, and prices held steady, with the best selling at \$14.00 for the week's top. Other sales of weighty arrivals were noted at \$12.75@13.50, but the bulk of the light and medium weights sold from \$9.75@11.75. Fed heifers shared the week's decline, but most slaughter cows sold at steady to weak prices. Bulls closed at weak to 25¢ lower levels, while vealers are fully steady, with choice grades selling up to \$11.00.

HOGS—Hog values were weak to lower at the opening of the week, but a stronger feeling toward the close put final prices at 10¢@15¢ higher levels against last Thursday. The high spot was reached at the finish when choice 200- to 215-lb. weights brought \$9.95. At the close desirable grades of 160- to 250-lb. weights sold from \$9.75@9.90, and most 260- to 330-lb. butchers cleared from \$9.40@9.70. Big packers displayed considerable interest on late days and bought rather freely. Packing grades are weak to 10¢ lower, with \$8.50@9.00 taking the bulk.

SHEEP—A very uneven trade featured the sheep and lamb market. Fed

wooled lambs closed mostly 50¢ higher, while shorn offerings are 10¢@15¢ over a week ago. Springers were sharply higher at the opening, but a sharp break reduced values to steady to 25¢ lower levels. Best woolskins reached \$11.00, while desirable clippers brought \$9.85. Choice Arizona spring lambs scored \$13.00 on Monday, but at the close nothing passed \$11.25. Mature classes are 50¢@75¢ higher, with Arizona shorn ewes up to \$5.60.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, May 8, 1930.

CATTLE—Fed steers and yearlings sold very slowly on most days, with a weak to lower undertone, although with light receipts on closing days, there was a touch of strength. For the week prices are barely steady to mostly around 25¢ lower, weighty steers showing the least decline. Plain, light, short fed yearlings show loss of fully 25¢, to in extremes, 50¢, and heifers show a similar price loss. Choice cows held fully steady, and others are weak to 25¢ lower. Vealers held fully steady. The week's top price of \$13.45 was paid for weighty steers scaling 1,399 lbs. Light steers, 1,015 lbs., earned \$13.10.

HOGS—Local receipts of hogs have been of fairly liberal volume, but under the influence of broad demand from all quarters and bullish advices, the undertone to the trade has been strong. Comparisons Thursday with Thursday show a net advance of 15¢@25¢, with Thursday's top \$10.00, and the following bulks: 160- to 250-lb. weights, \$9.75@9.85; 250- to 280-lb. butchers, \$9.65@9.80; 280- to 375-lb. butchers, \$9.40@9.65; packing sows, \$8.90@9.10.

SHEEP—Sharp fluctuations have featured the slaughter lamb trade, prices working higher early in the week but losing this strength later. Comparisons Thursday with Thursday show values about steady. Matured sheep are strong to 25¢ higher. On Thursday,

BANGS & TERRY

Buyers of Livestock
Hogs, Killing and Feeding Pigs

Union Stock Yards, South St. Paul, Minn.
Reference: Stock Yards National Bank. Any Bank in Twin Cities
Write or wire us

CHAS. B. REYNOLDS

Order Buyer Cattle Exclusively
STOCK YARDS, SOUTH OMAHA, NEBR.

14 years packing house buyer
for all grades of beef cattle
Correspondence solicited

Order Buyers of Live Stock
McMurray—Johnston—Walker, Inc.

Indianapolis
Indiana

Ft. Wayne
Indiana

E. K. Corrigan

Exclusive Hog Order Buyer
Operating on Three Markets

So. Omaha Kansas City So. St. Joseph
E. K. Corrigan Karl N. Soeder R. G. Symen

J. W. MURPHY CO.

Order Buyers

HOGS ONLY

Utility and Cross Cyphers
Reference any Omaha Bank

Union Stock Yards

Omaha, Nebr.

Strictly Hog Order Buyers on
Commission Only

GOOGINS & WILLIAMS

Long Distance Telephone Boulevard 9465
Union Stock Yards, Chicago

bulk of the fed woolled lambs sold at \$10.00@10.40; top, \$10.85, fed clipped lambs, \$9.40; California spring lambs, \$11.25@11.85; shorn ewes, \$5.00@5.50.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 8, 1930.

CATTLE—Compared with one week ago: Better grade steers sold steady to 25c lower; others, 25@50c lower; mixed yearlings and heifers, 25@50c lower, inbetween kinds showing the full decline; cows, cutters and bulls, steady; low cutters weak; vealers, 25c higher. Bulk of steers registered \$8.50@11.50, 1,160-lb. steers landing \$12.50 as top, while 1,016-lb. yearlings claimed \$12.35 as high. Bulk of fat mixed yearlings and heifers cashed at \$10.25@11.25, 590-lb. mixed yearlings scoring \$12.25 as high, while best heifers at \$11.90 scaled 622 lb. Bulk of medium fleshed descriptions recorded \$9.25@10.00; most cows, \$7.00@8.25; top, \$9.50; bulk of low cutters, \$4.25@5.00; top sausage bulls, \$7.65; top vealers, \$10.50.

HOGS—Expanding shipper outlet assisted selling interests, and swine values advanced 10@20c during the week. Top on Thursday reached \$10.30, with most 160- to 260-lb. weights, \$10.10@10.25. Packing sows bulked at \$8.90@9.00.

SHEEP—Lighter receipts proved a bullish factor in trade, and fat lambs scored a net gain of 50c, while fat ewes advanced 25c. Desirable woolled lambs bulked at \$10.25@11.00; clipped lambs, \$8.75@10.00; clipped ewes, \$4.00@5.00. Spring lambs topped at \$13.50, with the bulk \$12.25@13.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., May 8, 1930.

CATTLE—A weak undertone persisted in cattle, with most steers and a liberal supply of yearlings showing a further 25c loss. Bulls were 50c lower; other classes unchanged. Inbetween grades of light steers and yearlings predominated, and bulk of sales ranged from \$10.00@11.50, with fewer than average loads good enough to better the latter figure. Week's top was \$12.50, paid for a load of 723-lb. heifers. Top steers, averaging 1,291 lbs. brought \$11.90; some 1,178-lb. pulp-fed Wyomings, \$11.85. A large share of re-

ceipts embraced fat heifers, bulk selling from \$9.75@11.00. Top cows brought \$9.50; bulk, \$6.50@8.25; choice vealers, \$12.00.

HOGS—The market gave a better account of itself the current week, and quit at a top of \$9.95, with better grades of 170- to 240-lb. hogs selling from \$9.75@9.90 largely; 240 to 270 lbs., \$9.60@9.75, 270 to 325 lbs., \$9.25@9.60; sows, \$8.75@9.00. These prices were 15@20c above a week earlier.

SHEEP—Old crop lambs in wool made up bulk of the week's receipts. Demand continued to strengthen, and prices were advanced 50c, top reaching \$11.00, with bulk from \$10.75 to that figure. Clipped lambs shared this strength, selling mainly at a price of \$9.75. Little change was observable in spring lambs. Choice Arizonas brought \$12.35 as top, and most Californias \$12.00. Fat ewes ranged largely from \$5.00@5.35 shorn.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., May 7, 1930.

CATTLE—Receipts at all markets this week proved excessive for the needs of the dressed trade, and further downturns have taken place. The general market as compared with a week ago is closing unevenly 25 to in spots 50c lower, inbetween steers and fat she stock showing the downturn. Highly desirable yearlings topped for the week at \$12.00, best matured steers, \$11.50, bulk of all weights selling at \$10.00@11.00, low grades, down to \$9.00. Fat she stock closed today at \$6.00@7.25 for most cows, heifers, largely at \$7.75@9.25; low cutters and cutters dropping to a \$4.50@5.75 bulk, medium grade bulls selling largely at \$6.25@6.75. Vealers today sold from \$8.00 to mostly \$8.50, choice kinds, to \$10.50@11.00.

HOGS—For the week the hog market figured mostly steady although heavy butchers show some weakness. Better 160- to 220-lb. weights cleared at \$9.50@9.65, 230- to 250-lb. weights at \$9.25@9.50, while 250- to around 325-lb. averages cashed at \$9.00@9.25. Pigs and light lights were 25c higher at \$9.50, while sows cashed at \$8.25@8.50.

SHEEP—Rapid advances in the lamb market for the past few days were halted lately and some declines enforced, although price levels are still

about \$1.00 higher for the week. Good and choice shorn lambs cleared at \$9.00@9.50, while comparable woolskins brought \$10.00@10.50. Good and choice shorn ewes cashed at \$4.50@5.75.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., May 8, 1930.

CATTLE—Slaughter cattle values fluctuated rapidly in quick response to supply and demand changes, but net variations for the week proved small. Most steers and yearlings averaged steady, while better grade yearlings, especially lighter weights, finished strong to 25c higher. Attractive light heifers ruled strong, and other she stock closed unchanged. Several loads of 600- to 725-lb. heifers brought \$11.00@11.35, and cows bulked at \$6.75@8.25. Select vealers reached \$12.50, and sausage bulls cleared at \$6.75@7.00 mostly.

HOGS—Curtailed receipts and broad demand boosted costs 15@25c. Late top, \$9.85; bulk of well finished 160- to 260-lb. weights went at \$9.60@9.80, 260- to 320-lb. averages, \$9.35@9.60, outstanding 350-lb. butchers, \$9.40; 290-lb. butchers, \$9.60. Most sows cashed at \$8.85@8.90; few, \$9.00.

SHEEP—Decreased supplies accounted for a full quarter advance on sheep and lambs, placing values at highest levels in over two months. Woolled lambs topped at \$10.85 early; clippers, mostly \$9.50 down; top, \$9.65; best shorn ewes, \$5.25.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended May 3, 1930, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended May 3.....	194,000	516,000	345,000
Previous week	200,800	542,000	371,000
1929	222,000	643,000	328,000
1928	254,000	590,000	280,000
1927	227,000	612,000	220,000
1926	263,000	590,000	270,000
At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended May 3.....	474,000	471,000	471,000
Previous week	546,000	501,000	501,000
1929	533,000	517,000	517,000
1928	517,000	517,000	517,000
1927	517,000	517,000	517,000
1926	517,000	517,000	517,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended May 3.....	151,000	401,000	206,000
Previous week	139,000	410,000	273,000
1929	155,000	472,000	246,000
1928	179,000	424,000	205,000
1927	163,000	457,000	168,000
1926	207,000	442,000	194,000

FELIX GEHRMANN

Long Distance Phone
YARDS 0037

Private Wires to Clear-
ing House Floor and
Hog Alley

Commission Buyer of Live Stock

Room 606—Exchange Bldg., Union Stock Yards
Chicago, Illinois

Information furnished
regarding trading in
contracts for future
delivery, upon request

The Commission is the Same—Why not Get the Best?
Three A-1 Hog Buyers to Serve You

Write—Phone—Wire

Murphy Bros. & Company

Exclusively Hog Order Buyers

Telephone Yards 6154

Union Stock Yards, CHICAGO

*Do you buy your Livestock
through Recognized Pur-
chasing Agents?*

May 10, 1930.

THE NATIONAL PROVISIONER

49

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 15 centers for the week ended May 3, 1930, with comparisons:

	CATTLE.		
	Week ended May 3.	Prev. week.	1929.
Chicago	23,829	20,518	19,661
Kansas City	17,106	14,318	21,173
Omaha	17,715	15,865	8,762
St. Louis	5,232	5,175	8,147
St. Joseph	8,472	7,754	9,610
Sioux City	1,710	1,842	1,670
Wichita	.....	.....	6,948
Fort Worth	1,453	1,471	1,448
Philadelphia	1,457	1,474	1,598
Indianapolis	8,896	8,955	8,507
New York & Jersey City	2,929	3,204	2,651
Oklahoma City	3,403	2,855	2,981
Cincinnati	2,738	2,744	3,505
Denver	.....	.....	.....

Total 102,895 95,781 118,056

	HOGS.		
	Week ended May 3.	Prev. week.	1929.
Chicago	116,860	112,945	134,920
Kansas City	22,081	19,733	23,183
Omaha	37,761	39,524	41,759
St. Louis	36,081	28,920	28,328
St. Joseph	20,937	16,425	23,708
Sioux City	24,144	21,601	26,671
Wichita	7,749	8,729	8,812
Fort Worth	.....	.....	7,850
Philadelphia	16,435	13,852	18,234
Indianapolis	16,278	19,703	19,794
New York & Jersey City	43,576	44,180	46,137
Oklahoma City	5,918	6,823	10,245
Cincinnati	18,784	19,895	20,831
Denver	7,933	7,271	5,144

Total 375,320 359,610 415,625

	SHEEP.		
	Week ended May 3.	Prev. week.	1929.
Chicago	59,526	43,029	59,495
Kansas City	38,279	33,030	32,066
Omaha	45,562	33,737	38,295
St. Louis	5,996	6,468	6,329
St. Joseph	29,184	28,851	27,123
Sioux City	13,558	10,312	6,528
Wichita	1,011	3,087	1,696
Fort Worth	.....	.....	12,592
Philadelphia	6,617	4,990	3,414
Indianapolis	836	799	382
New York & Jersey City	67,577	59,704	42,179
Oklahoma City	196	286	182
Cincinnati	1,701	1,310	816
Denver	1,537	5,270	5,604

Total 273,480 250,823 236,095

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended May 2, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

	BUTCHER STEERS.		
	1,000-1,200 lbs.	Week ended May 2.	Prev. week.
Toronto	\$11.50	\$11.50	\$11.75
Montreal	11.25	11.25	11.00
Winnipeg	11.00	11.25	11.50
Calgary	11.00	11.00	11.50
Edmonton	11.00	11.00	11.00
Prince Albert	9.75	9.00	10.00
Moose Jaw	10.50	10.50	10.25
Saskatoon	10.40	10.50	10.35

	VEAL CALVES.		
	Week ended May 2.	Prev. week.	1929.
Toronto	\$12.50	\$13.50	\$17.00
Montreal	8.00	9.00	11.50
Winnipeg	13.00	13.00	14.00
Calgary	13.00	13.00	14.50
Edmonton	12.00	12.00	14.00
Prince Albert	9.00	9.00	11.00
Moose Jaw	10.00	11.00	12.00
Saskatoon	11.00	11.00	12.00

	SELECT BACON HOGS.		
	Week ended May 2.	Prev. week.	1929.
Toronto	\$13.40	\$13.75	\$13.75
Montreal	14.10	13.75	13.75
Winnipeg	12.25	13.25	13.25
Calgary	12.25	12.75	13.00
Edmonton	11.20	12.60	12.85
Prince Albert	12.55	13.60	13.25
Moose Jaw	12.50	12.55	13.15
Saskatoon	12.45	13.05	12.35

	GOOD LAMBS.		
	Week ended May 2.	Prev. week.	1929.
Toronto	\$15.00	\$14.00	\$16.00
Montreal	9.00	9.00	12.50
Winnipeg	10.00	9.75	13.50
Calgary	9.00	9.00	13.50
Edmonton	9.00	9.00	14.00
Prince Albert	8.50	8.50	11.50
Moose Jaw	8.50	8.50	11.50
Saskatoon	8.50	8.50	11.50

*Spring lambs, per head.

RECEIPTS AT CENTERS

SATURDAY, MAY 3, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	300	6,500	8,000
Kansas City	500	1,800	.....
Omaha	200	9,000	800
St. Louis	100	5,500	800
St. Joseph	100	3,600	3,000
Sioux City	200	4,500	800
St. Paul	75	900	25
Oklahoma City	100	800	.....
Fort Worth	100	200	300
Milwaukee	.....	.....	.....
Denver	200	300	100
Wichita	200	1,700	100
Indianapolis	100	2,000	100
Pittsburgh	100	800	300
Cincinnati	100	1,100	100
Buffalo	100	500	.....
Cleveland	100	600	.....
Nashville	100	200	.....
Toronto	100	400	.....

MONDAY, MAY 5, 1930.

Chicago	15,000	40,000	15,000
Kansas City	13,000	15,000	13,000
Omaha	9,500	17,000	14,000
St. Louis	4,900	18,500	500
St. Joseph	2,800	8,000	5,000
Sioux City	3,000	11,000	2,000
St. Paul	2,700	7,500	500
Oklahoma City	400	1,200	100
Fort Worth	2,000	700	2,000
Milwaukee	400	700	100
Denver	2,300	1,700	300
Wichita	300	500	300
Indianapolis	1,600	3,400	400
Pittsburgh	300	3,000	100
Cincinnati	100	3,500	3,000
Buffalo	1,100	4,200	100
Cleveland	2,400	6,500	4,800
Nashville	900	4,000	2,700
Toronto	100	800	500
.....	500	1,000	400

TUESDAY, MAY 6, 1930.

Chicago	900	27,000	1,300
Kansas City	9,500	11,000	10,000
Omaha	8,500	16,000	13,000
St. Louis	5,500	17,500	2,000
St. Joseph	1,500	6,500	5,000
Sioux City	2,500	6,500	3,500
St. Paul	2,500	6,500	500
Oklahoma City	600	1,000	100
Fort Worth	1,900	1,100	900
Denver	900	1,800	100
Wichita	2,500	6,500	3,000
Indianapolis	100	500	.....
Pittsburgh	600	3,000	500
Cincinnati	1,200	4,000	200
Buffalo	500	800	300
Cleveland	300	3,100	200
Nashville	100	700	200

Cleveland	300	1,500	900
Nashville	200	700	100
Toronto	600	1,300	300

WEDNESDAY, MAY 7, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	15,000	14,000
Kansas City	5,000	7,000	6,000
Omaha	5,000	10,500	12,000
St. Louis	3,000	13,500	1,800
St. Joseph	1,500	4,500	3,500
Sioux City	1,500	6,500	2,000
St. Paul	3,000	11,000	700
Oklahoma City	400	1,000	100
Fort Worth	2,100	1,000	1,200
Milwaukee	400	1,000	100
Denver	1,500	6,000	2,000
Wichita	100	400	100
Indianapolis	800	1,900	200
Pittsburgh	800	4,000	200
Cincinnati	2,000	800	500
Buffalo	100	500	600
Cleveland	500	1,500	1,000
Nashville	100	300	.....
Toronto	100	600	200

THURSDAY, MAY 8, 1930.

Chicago	6,000	17,000	15,000
Kansas City	1,600	6,500	6,000
Omaha	1,500	6,500	10,000
St. Louis	1,500	11,000	1,000
St. Joseph	900	2,500	4,000
Sioux City	2,900	4,500	2,500
St. Paul	1,600	5,000	500
Oklahoma City	800	1,200	100
Fort Worth	1,000	1,100	200
Milwaukee	600	1,500	300
Denver	1,200	1,100	8,500
Wichita	100	500	100
Indianapolis	600	4,000	800
Pittsburgh	.....	1,000	500
Cincinnati	200	2,300	.....
Buffalo	100	800	1,100
Cleveland	300	1,200	3,000
Nashville	100	400	200
Toronto	800	1,200	800

FRIDAY, MAY 9, 1930.

Chicago	1,000	14,000	15,000
Kansas City	800	8,000	500
Omaha	1,700	17,000	10,000
St. Louis	800	11,000	1,000
St. Joseph	600	7,500	5,000
Sioux City	2,000	9,500	4,000
St. Paul	1,900	9,000	900
Oklahoma City	700	1,500	100
Fort Worth	1,000	800	1,000
Denver	300	500	7,500
Wichita	200	1,800	100
Indianapolis	400	5,000	100
Pittsburgh	.....	1,800	1,200
Cincinnati	300	2,300	500
Buffalo	500	1,800	2,000
Cleveland	100	1,300	400

SERVICE
CHICAGO **CINCINNATI**
DETROIT **LAFAYETTE**
DAYTON **LOUISVILLE**
KENNETH-MURRAY
BUYERS
K-M
ONLY
LIVE STOCK BUYING ORGANIZATION
EAST ST. LOUIS **MONTGOMERY**
SIOUX CITY **INDIANAPOLIS**
OMAHA **NASHVILLE**
WASHINGTON
D.C.
SATISFACTION

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, May 3, 1930, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,760	1,253	24,642
Swift & Co.	6,155	1,829	21,836
Morris & Co.	1,917	796	3,583
Wilson & Co.	4,991	1,984	9,465
Anglo-Amer. Prov. Co.	1,428	839	...
G. H. Hammond Co.	2,018	851	...
Libby, McNeill & Libby.	551	...	...
Brennan Packing Co.	6,311 hogs; Independent Packing Co., 654 hogs; Boyd, Lunham & Co., 701 hogs; Hygrade Food Products Corp., 3,380 hogs; Agar Packing Co., 3,467 hogs; others, 30,706 hogs.	...	...
Total:	Cattle, 23,829; calves, 9,034; hogs, 52,765; sheep, 59,526.	...	...

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,685	1,003	5,806	7,201
Cudahy Pkg. Co.	2,282	735	3,361	7,580
Powder Pkg. Co.	518	...	...	...
Morris & Co.	1,500	683	1,462	4,302
Swift & Co.	2,945	819	6,583	11,550
Wilson & Co.	2,919	412	3,795	6,083
Others	614	130	421	31
Total	12,463	3,792	21,428	39,747

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,975	12,478	11,428
Cudahy Pkg. Co.	4,367	9,162	12,814
Dold Pkg. Co.	942	6,901	...
Morris & Co.	1,857	1	6,514
Swift & Co.	5,255	7,530	17,096
Eagle Pkg. Co.	27	...	...
Geo. Hoffman & Co.	15	...	...
M. Mayenroich Pkg. Co.	5	...	...
Omaha Pkg. Co.	53	...	...
J. Rife Pkg. Co.	8	...	...
J. Roth & Sons.	90	...	...
So. Omaha Pkg. Co.	46	...	...
Lincoln Pkg. Co.	181	...	...
Morrell Pkg. Co.	297	...	...
Nagle Pkg. Co.	618	...	...
Sinclair Pkg. Co.	339	...	...
Wilson & Co.	...	26,373	...
Others	...	62,445	47,852
Total	19,075	62,445	47,852

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,317	1,074	2,450	2,023
Swift & Co.	811	1,287	3,580	1,694
Morris & Co.	972	239	613	946
East Side Pkg. Co.	1,323	...	5,208	...
American Pkg. Co.	163	168	2,681	209
Hell Pkg. Co.	...	...	1,270	...
Krey Pkg. Co.	96	150	2,967	...
Others	3,480	686	17,912	1,734
Total	8,165	3,854	36,681	5,966

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,760	470	10,415	20,927
Armour and Co.	1,233	363	4,333	5,420
Morris & Co.	1,088	178	5,975	2,837
Others	1,752	10	6,239	3,723
Total	5,885	1,021	26,962	32,907

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,737	92	9,815	4,704
Armour and Co.	3,131	76	9,697	4,728
Swift & Co.	2,130	76	5,453	5,421
Smith Bros.	...	10	54	...
Others	2,597	77	14,182	...
Total	10,595	331	39,201	14,853

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,078	270	2,623	57
Wilson & Co.	956	388	2,572	29
Others	154	...	723	...
Total	2,188	658	5,918	86
Not including 42 cattle, 41 calves, and 110 sheep bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	796	220	4,584	1,863
Jacob Dold Co.	471	15	3,165	48
Fred W. Dold.	60	...	413	...
Wichita D. B. Co.	20	...	...	...
Dunn-Ostering	119	...	...	...
Keefe-Le Sturgeon.	...	...	...	...
Total	1,475	235	8,162	1,911
Not including 3,555 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	714	64	2,274	14,894
Armour and Co.	792	79	1,920	10,952
Blayney-Murphy Co.	447	75	1,815	124
Others	664	246	767	411
Total	2,617	464	6,776	26,081

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,112	3,968	14,596	2,106
Cudahy Pkg. Co.	391	1,567	...	...
Swift & Co.	4,967	6,042	21,864	3,068
United Pkg. Co.	...	106	...	...
Others	831	35	10,511	...
Total	11,163	11,718	46,971	5,400

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,785	8,711	8,458	681
U. D. B. Co., N. Y.	35	...	...	...
The Layton Co.	...	622	...	...
R. Gurne & Co.	120	42	76	22
Armour & Co.	...	...	...	...
Milwaukee	600	4,364	...	...
Chicago	48	...	...	...
N.Y.B.D.M.Co., N.Y.	33	...	...	...
Others	649	265	170	64
Total	3,270	13,382	9,326	767

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	1,187	2,950	15,810	1,273
Kingman & Co.	1,149	767	10,178	576
Armour and Co.	335	232	1,473	31
Indianapolis Abt. Co.	1,086	220	522	82
Hilgemeler Bros.	6	1,230	...	...
Brown Bros.	129	25	152	12
Schnusler Pkg. Co.	29	...	268	...
Riverview Pkg. Co.	16	...	125	...
Meyer Pkg. Co.	105	24	329	...
Ind. Prov. Co.	48	7	276	...
Art Wabnitz	8	65	...	65
Mass Hartman Co.	25	10	...	...
Hoosier Abt. Co.	14	...	...	...
Others	553	178	235	83
Total	4,600	4,496	30,621	2,124

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	...	6	...	215
J. Hilberg & Son.	68	...	...	68
Gus. Juengling	216	131	...	113
E. Kahn's Sons Co.	1,358	709	6,234	353
Kroger G. & B. Co.	172	153	1,582	...
J. Lehnrey Pkg. Co.	4	...	225	...
Wm. G. Behn's Sons	65	23	...	...
A. Sander Pkg. Co.	6	...	795	...
J. Schlachter's Sons.	191	251	...	110
J. & F. Schroth Co.	142	...	3,064	...
John Stegert.	147	194	...	46
J. Vogel & Son.	6	5	409	...
Ideal Pkg. Co.	...	...	537	...
Others	7	...	2,485	...
Foreign	203	503	4,901	...
Total	2,445	1,975	20,262	905

Not including 1,167 cattle, 8,673 hogs, and 715 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended May 3, 1930, with comparisons:

CATTLE.

	Week ended May 3.	Prev. week.	Cor. week.
Chicago	25,829	20,518	19,661
Kansas City	12,463	11,335	16,349
Omaha (incl. calves)	19,075	17,655	22,892
St. Louis	8,165	8,365	7,942
St. Joseph	5,885	6,626	7,943
Southern City	10,595	9,509	10,989
Oklahoma City	2,188	2,517	1,504
Wichita	1,475	1,488	1,378
Denver	2,617	3,153	4,282
St. Paul	11,163	11,839	11,151
Milwaukee	3,270	2,793	3,437
Indianapolis	4,600	4,675	5,215
Cincinnati	2,445	2,305	1,823
Total	112,072	102,978	115,416

HOGS.

	Week ended May 3.	Prev. week.	Cor. week.
Chicago	52,765	62,559	64,729
Kansas City	21,428	19,733	22,813
Omaha	62,445	63,808	60,140
St. Louis	36,681	28,929	28,328
St. Joseph	26,962	22,933	35,032
Southern City	39,201	37,012	37,707
Oklahoma City	5,918	6,823	1,077
Wichita	8,162	8,729	8,812
Denver	6,776	7,883	6,673
St. Paul	46,971	42,292	39,621
Milwaukee	9,326	12,248	17,071
Indianapolis	30,621	31,257	33,577
Cincinnati	20,262	16,967	17,183
Total	367,518	361,873	370,208

SHEEP.

	Week ended May 3.	Prev. week.	Cor. week.
Chicago	5,400	43,029	59,493
Kansas City	39,747	33,030	32,284
Omaha	47,852	49,783	32,540
St. Louis	5,996	6,468	6,599
St. Joseph	32,907	38,842	39,914
Southern City	14,853	9,860	6,309
Oklahoma City	86	103	182
Wichita	1,911	3,037	1,090
Denver	26,081	27,537	11,038
St. Paul	5,409	3,763	2,293
Milwaukee	767	604	436
Indianapolis	2,124	714	3,818
Cincinnati	905	847	626
Total	235,164	217,619	203,606

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Apr. 28	24,188	2,833	37,622	23,796
Tues., Apr. 29	7,427	4,263	27,624	10,907
Wed., Apr. 30	8,060	3,689	17,676	17,415
Thurs., May 1	5,651	3,450	22,572	10,102
Fri., May 2	1,334	560	17,424	15,681
Sat., May 3	300	200	7,000	7,000
This week	46,960	14,965	120,918	90,901
Previous week	41,286	14,336	127,101	87,739
Year ago	43,841	22,679	145,957	77,089
Two years ago	56,283	20,655	140,830	67,137
Total receipts for month and year to May 3, with comparisons:				

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Apr. 28	5,154	30	8,310	8,868
Tues., Apr. 29	2,881	24	4,887	5,745
Wed., Apr. 30	3,388	4	2,554	4,177
Thurs., May 1	1,702	7	5,066	7,635
Fri., May 2	1,077	5	5,575	5,841
Sat., May 3	100	...	500	1,000
This week	14,302	70	26,832	32,766
Previous week	12,926	111	22,403	32,290
Year ago	12,586	216	25,694	16,917
Two years ago	16,234	80	23,425	20,890

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lambs.
Week ended May 3	\$11.45	\$ 9.95	\$ 5.10	\$ 9.50	...
Previous week	12.00	9.95	5.25	9.50	...
1929	13.65	11.30	8.10	15.30	...
1928	13.00	9.85	10.25	17.25	...
1927	11.00	10.15	8.25	16.25	...
1926	10.00	11.60	9.15	14.70	...
1925	10.00	11.60	8.10	14.80	...
Av. 1925-1929	\$11.35	\$11.10	\$ 8.55	\$15.45	...

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended May 3	32,700	103,100	58,100
Previous week	28,360	104,698	55,449
1929	31,255	120,363	60,172
1928	40,050	117,405	46,247
1927	35,782	106,375	44,846
1926	46,515	99,022	67,921

*Saturday, May 3, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	Rec'd.	Wgt.	Top.	AVG.
*Week ended May 3.	129,900	232	\$10.30	\$ 9.95
Previous week	127,701	232	10.50	9.95
1929	145,957	243	11.80	11.30
1928	140,830	232	10.55	9.85
1927	135,700	243	10.90	10.15
1926	132,509	252	13.80	12.50
1925	134,416	251	12.00	11.60
Av. 1925-1929	137,800	240	\$11.85	\$11.10

"I can get a door as good as Jamison for less money"

(PERHAPS YOU HAVE THOUGHT THIS)



Mr. Prospect, what's your measure for "good as Jamison"? Lay two doors side by side, measure them, check specifications—but

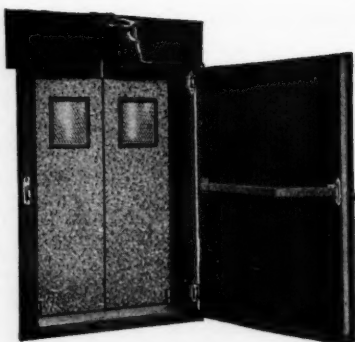
the most vital difference between those two doors you can't see now. * * Length of satisfactory service measures the worth of a door, and the only way to establish that worth is by experience with Jamison and Stevenson Doors. You have that experience. I can supply you with names of leading concerns in every field using refrigeration, to prove that our doors have no equal in length of satisfactory operation, strength of construction and durability. * * Experimental construction in the hope of saving a small percentage on the first cost—a few dollars at the most—is a gamble with all the odds against you. Losses in the first few years from less proved doors could easily be greater than your initial saving—and those losses increase annually thereafter. * * Doesn't it strike you as significant that Jamison and Stevenson Doors are constantly replacing doors of other makes within a few years after their installation? * * * * *

This is especially true of the "Door that Cannot Stand Open", shown at left.

See our advertisement in issue of May 24, 1930.

THE STEVENSON DOOR THAT CAN- NOT STAND OPEN (patented)

The greatest money-saving door ever invented for busy doorways. The double-swing self-closing doors prevent wasting cold air or inflow of warm moist air. They are always closed except when filled with passing goods or man. Avoids practically all your doorway waste in refrigeration -- pays for itself in a single August. Write for catalog containing complete description.



Jamison & Stevenson Cold Storage Doors



JAMISON COLD STORAGE DOOR CO.
..... Hagerstown, Maryland, U. S. A.
STEVENSON COLD STORAGE DOOR CO.
..... Chester, Pennsylvania, U.S.A.
..... Branch Offices: 300 Madison Avenue, NEW YORK
..... 1832 Builders Bldg., 228 N. La Salle Street, CHICAGO
2650 Santa Fe Avenue, LOS ANGELES... 333 Market St., SAN FRANCISCO
D. E. Fryer & Co., SEATTLE & SPOKANE ... Southern Representatives,
address Hagerstown ... Foreign Agents: Von Hamm-Young, HONOLULU
... Armstrong Cork Co., Ltd., LONDON ... Okura & Company, JAPAN

Ice and Refrigeration

NEW QUICK FREEZER.

(Continued from page 29.)

finding considerable favor among retailers who have handled them, and they sell at no discount under fresh loins. Retailers say their customers like them and ask for them. The freezing appears to give the meat a "mealiness" not present in fresh loins.

From an operating standpoint the saving in space and labor are factors that Supt. Hunt thinks worthy the consideration of the packer striving for better plant efficiency. In this case there is possible a turnover of from 100,000 to 150,000 lbs. of meats a day, the freezer being loaded during the afternoon, the meats frozen at night, and the freezer unloaded the next morning.

Saving in Freezer Space.

This daily potential production of frozen meats is in from one-third to one-fourth the space required under usual freezer conditions. And there is a corresponding saving in the wear and tear on equipment. With loading and unloading operations coming regularly each day, labor is used to better advantage than when freezing is done in a larger and slower freezer, loaded and unloaded every third day, perhaps.

Cudahy Brothers Co. are not interested at the present time in merchandising quickly-frozen cuts in consumer packages, but should they take this up Superintendent Hunt feels that this method for freezing loins, bellies and hams would serve admirably for producing frozen consumer cuts. And he thinks there would be economies in reducing the meat to consumer cuts after it has been frozen, rather than cutting the meat and then freezing it.

Curing and smoking methods on hams and bellies that have been quick-frozen by this method are not changed from regular practice.

It requires a few hours to empty and fill the freezer. During this time the compressor is operated at intervals to prevent the temperature dropping too low. When the room has been loaded, which is usually late in the afternoon, the doors are closed and the compressor started to bring down the temperature as rapidly as possible.

What Temperature Records Show.

Careful records of temperature of the meat and the room have been kept. Usually a thermometer is inserted into one of the hams and another placed between the two sides of bellies at about the center of the cuts. Thermometers are placed about the room and a recording thermometer installed, with the dial outside the room, so that the door need not be opened.

The temperatures obtained make a very interesting study. Two charts platted from typical operations are shown on pages 28 and 29. The vertical lines indicate the time in hours after the freezer door has been closed. The horizontal lines indicate the temperatures within the room, and range from 50 degs. below zero F. to 40 degs. above.

Figure 1 shows that temperature

of the hams and bellies at the start was about 36 degs. At the end of the first hour after the door was closed temperature of the meats had dropped to about 30 degs. in the case of the ham, and to 31 degs. in the case of the bacon bellies. At the end of two hours the temperatures were 29 degs., at which point they remained for one hour. They then dropped to 28 degs., where they remained for two hours.

During this period, when the temperatures of the hams and bellies remained practically constant, the latent heat of freezing was being removed. In this case it probably took the hams and bacon about four hours to freeze completely, for at the end of the fourth hour the temperature started to drop very rapidly, until at the end of the fourteenth hour it had reached 50 degs. below zero.

How Temperatures Dropped.

In this particular test the room temperature was 25 degs. below zero when the door was closed. The temperature then went down consistently and in a practically straight line, until at the end of 12 hours it had reached about 50 degs. below, and at the end of 14 hours about 55 degs. below zero.

In another test on hams alone, Fig. 2, the meat temperature at the time the door was closed was 44 degs. Fahr. At the end of the first hour the temperature of the ham had dropped to 30 degs. At the end of the seventh hour the temperature had dropped to 28 degs., after which the drop to 30 degs. below zero was very rapid until the finish at the fifteenth hour.

At the start of this particular test the room temperature had been lowered to 45 degs. below zero. At the end of the first hour it had increased to about

34 degs. below, after which it dropped gradually to 53 degs. below at the end of 14 hours.

This latter test would seem to indicate that there is no particular advantage to be gained in starting the freezing with very low room temperatures. Engineers familiar with these and similar results are of the opinion that when freezing is started at very low temperatures an ice casing forms over the outside before the deeper layers have reached a freezing temperature, and that this casing serves as an insulating covering to retard even freezing throughout.

Freezer Like Thermos Bottle.

The construction of this freezer unit may be likened to that of a thermos bottle, one room being built within a series of others, thus having refrigerated air space on all sides. The inner room, in which the freezing is done, is 58 ft. long, 45 ft. wide and 9 ft. high. It is insulated with 12 in. of cork-board.

Refrigeration is by direct expansion, the piping being located on the ceiling and side walls. A little less than one square foot of piping (.95 sq. ft.) is installed to each cubic foot of room content. The door opening is fitted with specially heavy doors.

The direct expansion ammonia coils are installed in six separate sections, each of which is fitted with separate feed and suction connections, so that each coil can be operated independently.

Three Ways to Get Low Temperatures.

In order to obtain the low temperatures used in this freezer it was necessary to have the equipment designed especially for the work. This was done by the Vilter Mfg. Co. of Milwaukee, under the direction of engineer Harry Sloan.

Three methods have been used to obtain low temperatures. The two-stage compressor is commonly used in cold storage warehouses where temperatures as low as minus 15 or 20 degs. are required. This gives economical results.

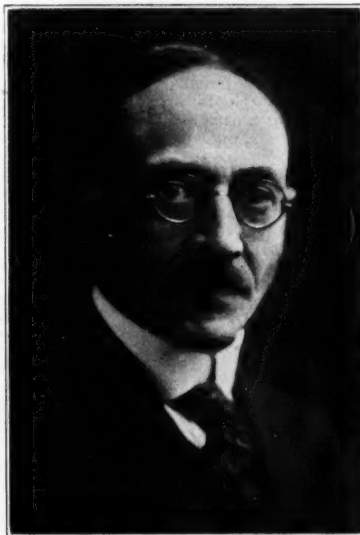
Another method of obtaining low temperatures where an excess of refrigeration is available at from 15 to 25 lbs. suction pressure has been to install a booster compressor to work on the evaporator at a suction pressure much lower than the regular installation is designed for, and to discharge into the suction of the other compressors.

The third method would be to install multi-effect compressors and draw from the low temperature work on the ends of the compressor and uncover a center port, filling the cylinder with high suction pressure.

Using Surplus Refrigeration.

Cudahy Bros. Co. had a large installation of ammonia compressors operating at from 15 to 25 lbs. suction pressure, and would have an excess of refrigeration if freezing was done at very low temperatures. For this reason they chose to install a booster compressor to take care of their low temperature requirements.

It was thought wholesale cuts could



HARRY SLOAN.

Advisory engineer, Vilter Manufacturing Co., Milwaukee, Wis., under whose technical direction the booster compressor was designed and who worked closely with Superintendent Hunt in planning the details of the quick freezer.

WHETHER YOU ARE CONSIDERING
Construction...Improvement...or Enlargement of
refrigerating
plants...USE

YORK

REFRIGERATION EXPERIENCE...

YORK ICE MACHINERY CORPORATION
General Office • York, Pennsylvania

Direct factory branches in principal cities



be frozen and the temperature reduced to minus 40 degs. F. during a period of 12 hours. It was also estimated that 150,000 lbs. of product could be frozen during this period. The refrigeration required to accomplish this was estimated at 120 tons, and the horse power required at not over 125.

The compressor was designed to operate at 20 in. of vacuum and discharge into the suction of the high temperature compressors. A duplex compressor was furnished by the Vilter Manufacturing Co. The cylinders have a diameter of 21 in., with a 36-in. stroke. The compressors are arranged with an H-type frame and driven with a cross compound condensing engine with cylinders 14 and 28 in. in diameter. The stroke is 36 in.

Use of Booster Compressor.

This duplex booster compressor has all the appearance of the standard cross compound steam-driven ammonia compressor, but in the design a small frame and engine have been used for such large ammonia compressor cylinders.

It will be understood why such large cylinders are necessary when it is considered that at a 20-in. vacuum a pound of ammonia is equivalent to 50.5 cu. ft. of vapor and the evaporating temperature is minus 63.9 degs. F. Comparing this with 15 lbs. pressure, we find that the temperature is minus 1 deg., and a pound of ammonia is equivalent to 9.32 cu. ft. of vapor.

It is not customary to run ammonia at such low vacuum pressure, but it has been found perfectly practical to do so. It is necessary, however, to have the valves designed properly and

to choose carefully the lubrication oil used, as ordinary oils will solidify at the extremely low temperatures obtained with 20 lbs. or more of vacuum.

How Pipes Are Cleaned.

It is very important in an installation such as this to have the evaporating surfaces clean and operating efficiently.

At first, defrosting was accomplished by spraying calcium chloride brine on the piping. It was believed that if the pipes were kept clean until the meat was actually frozen the brine could be shut off, and the product and room brought to the lower temperatures without spraying the brine.

The method proved quite troublesome, as evaporating temperatures well below the freezing point of strong calcium brine were obtained shortly after starting the equipment.

Later another method having patentable features and using compressed air was tried with complete satisfaction. Each day before loading the room with meat an attendant goes into the room with an air hose, and very rapidly removes the frost cleanly from the coils. At the start of each operation, therefore, the pipes are clean.

Other refrigerants than ammonia were considered at the time of the installation, but when it was considered that such equipment could only be used on this particular room, the decision was made to use ammonia.

There is a big advantage in not having two systems in a plant, says Superintendent Hunt, as the booster has proved very useful for quickly lowering the temperatures in other freezer rooms and in other places where lower temperatures are required.

"United's Service"

provides
economical and efficient
COLD STORAGE
ROOMS



Get our proposal and
specifications on your next job

UNITED CORK COMPANIES
Main Factory • Lyndhurst, N.J. • Branch Offices in Principal Cities

REFRIGERATION NOTES.

The construction of a cold storage warehouse is being planned by the Harrison County Poultry Association, Gulfport, Miss.

A modern cold storage warehouse will be erected in Selma, Ala., by the Wood Grocery Co.

The Guerin Investment Co., Sebastian, Fla., has acquired a site on which will be erected a large cold storage warehouse to serve the fish industry.

A new salmon packing plant and cold storage warehouse is being constructed in Astoria, Ore., by the Columbia River Packers' Association.

Installation of a cold storage department is being made in the plant of the Atlantic Coal & Ice Co., Fort Valley, Ga.

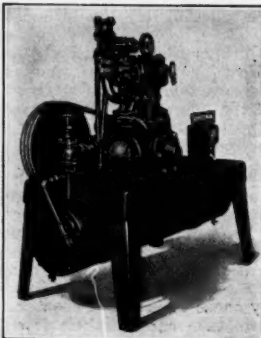
A cold storage building 34 by 70 ft., three stories high, is being constructed by the Saranac Lake Supply Co., Saranac Lake, N. Y.

Plans for the construction of an ice and cold storage plant are being made by the Consolidated Ice Co., Pittsburgh, Pa.

An addition will be erected to the plant of the Memphis Cold Storage Warehouse Co., Memphis, Tenn. Other improvements are contemplated.

A cold storage warehouse, to cost approximately \$35,000, will be erected in Tacoma, Wash., by the Tacoma Ice & Cold Storage Co.

Construction is well under way on the cold storage plant of the Central Power & Light Co., San Antonio, Tex. The cost will be about \$100,000.



Small Unit Type Phoenix Compressor

A wonderful
Automatic Ice
Machine
for
Meat Packer
That
Operates Chain
Markets

Write for Prices
The Phoenix
Ice Machine Co.
2711 Church Ave.
Cleveland, Ohio

Less time—less trouble

THE easiest, quickest, safest way to remove grease, dirt, and dried-on blood from viscera tables, meat hooks, hog trolleys and other equipment, is with Meat Packers' Oakite. You will lower costs, too, because a small quantity of this quick-acting material does a lot of cleaning! Write for booklet giving directions and formulas.

Manufactured only by
OAKITE PRODUCTS, INC.
20A Thames Street New York, N. Y.

OAKITE

Industrial Cleaning Materials and Methods

Chicago Section

J. C. Wood, president, J. C. Wood & Co., Chicago provision brokers, is out of the city for a short vacation.

J. T. McMillan, president, J. T. McMillan Company, St. Paul, Minn., was in Chicago during the week.

Chester C. Smith, president and manager, Smith Bros. Packing Co., Sioux City, Ia., was in town this week.

Edward C. Jones, secretary, Jones Dairy Farm, Fort Atkinson, Wis., was in Chicago during the week.

Harry L. MacWilliams, sales manager, Dold Packing Co., Omaha, was in Chicago this week enroute to Omaha from a Southern trip.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 22,152 cattle, 8,066 calves, 41,080 hogs and 46,545 sheep.

C. B. Martin, president, Sterne & Son Co., Chicago, left on May 8 for New Orleans to attend the convention of the National Cottonseed Products Association.

Provision shipments from Chicago for the week ended May 3, 1930, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. week, 1929.
Cured meats, lbs.	10,248,000	13,000,000	18,929,000
Fresh meats, lbs.	35,605,000	43,774,000	37,709,000
Lard, lbs.	4,398,000	4,382,000	7,016,000

L. Harry Freeman, well known in provision circles, is being welcomed to the ranks of the grandfathers, his eligibility being established by Freeman Bixler, born in New York on May 7. Early reports omitted any tonnage details, but the average is assumed to be around 7/9.

T. F. Snodgrass, of Denver, Colo., head of the meat division of MacMarr Stores, Inc., was a visitor in Chicago during the week. Mr. Snodgrass developed a chain of food stores in Colorado, New Mexico and Arizona, which merged with the MacMarr chain during the past year. Mr. Snodgrass heads the meat division in the larger organization, which placed more than 400 stores under his direction.

SUPERIOR IN NEW QUARTERS.

The Superior Packing Co., dealers in boneless beef, formerly at 774 West Forty-fifth st., Chicago, Ill., moved to 4119 South Union st. on May 1. Increasing business and the need for larger quarters and better facilities were the factors which influenced the company to seek a new location, according to Ira Lowenstein, president.

The company will also be able to serve its customers much better in its new home, it is believed. The quarters have been fitted up especially to handle boneless beef, and all cutting and boning will be done under refrigeration. Direct track connections will eliminate the need for handling product to and from cars in motor trucks.

NEW BOARD OF TRADE OPENING.

Opening day for the exchange hall of the new Chicago Board of Trade building has been set for June 9, according to an announcement by James C. Murray, chairman of the dedication committee. The rooms will be open from 9 a. m. to 6 p. m. Trading in grain, provisions and securities will be carried on at the usual hours in the new quarters.

JAMES HAS NEW PRODUCE DEPT.

A new produce department, which will service buyers of eggs, butter and poultry, is announced by E. G. James Co., Chicago, provision brokers. Semi-weekly market letters will be issued, covering the general market situation. The department will not deal in future options. The Chicago produce department is under the management of A. I. McTaggart; at Boston J. W. McLetchie is in charge.

ROGERS CHANGES FIRM NAME.

The well-known provision brokerage firm of F. C. Rogers, New York and Philadelphia, has re-incorporated in Pennsylvania under the name of F. C. Rogers, Inc., while in New York it will be known as F. Cooper Rogers, Provision Brokers. The latter designation is necessary because of the existence in New York state of a firm in another line with the F. C. Rogers name. The same executives remain at the head of both Philadelphia and New York organizations.



HONOR EVERETT C. BROWN.

Packers, commission men, stock yards officials and livestock producers gathered at the Saddle and Sirlon Club at the Union Stock Yards, Chicago, on Thursday evening, May 8, to participate in a complimentary dinner tendered Everett C. Brown, who retired as president of the Chicago Livestock Exchange last winter, and who has just returned from Florida.

HOW TO SELL TONGUES.

(As related in a letter from meat dealer Fred Winkles of Spokane, Wash., to Ralph Lewis, of the Lewis Casing Co.)

I have some tongues that do not sell. Though I wore out my lungs their merits to tell; So I put them in pickle, and what do you think? On every pound I lost a nickle, besides the shrink. It makes me sad, such a story to tell. But it will make me mad if the tongues go to hell.

And then today I got a little book. It made me gay, when at the ads I look. For there it did tell, at least so I read. To use some Savory Jell. Here's just what it said: "Cook some tongue, then add Savory Jell. Then stuff in a bung, it will turn out swell. Or put it in a mould; either way It will all be sold, anyway." So if you have Savory Jell, send a five-pound can; And if it goes well, I will order some again.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended May 3, 1930, with comparisons:

	Week ended May 3.	Prev. week.	Cor. week, 1929.
West. drsd. meats:			
Steers, carcasses	7,027½	6,773½	8,661
Cows, carcasses	898	787½	537
Bulls, carcasses	199	213	199
Veals, carcasses	8,908	11,283	12,431½
Lambs, carcasses	28,508	27,225	27,053
Mut. carcasses	2,182	2,380	4,374
Beef cuts, lbs.	311,586	160,298	339,822
Pork cuts, lbs.	9,800	2,164,165	1,567,651
Local slaughters:			
Cattle	8,396	8,955	8,507
Calves	16,047	16,588	19,991
Hogs	43,576	44,180	46,137
Sheep	67,677	59,704	42,179

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended May 3, 1930:

	Week ended May 3.	Prev. week.	Cor. week, 1929.
Western dressed meats:			
Steers, carcasses	2,199	1,812	2,272
Cows, carcasses	853	878	1,079
Bulls, carcasses	368	427	383
Veals, carcasses	1,642	1,729	2,842
Lambs, carcasses	13,065	13,961	11,490
Mutton, carcasses	833	1,003	2,343
Pork, lbs.	353,984	466,282	306,755
Local slaughters:			
Cattle	1,453	1,471	1,448
Calves	2,729	2,417	2,208
Hogs	16,508	13,852	18,234
Sheep	6,617	4,900	3,414

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended May 3, 1930, with comparisons:

	Week ended May 3.	Prev. week.	Cor. week, 1929.
Western dressed meats:			
Steers, carcasses	2,262	2,115	2,257
Cows, carcasses	1,632	1,464	1,390
Bulls, carcasses	51	60	70
Veals, carcasses	1,778	1,802	1,707
Lambs, carcasses	20,497	19,034	13,993
Mutton, carcasses	490	1,085	1,531
Pork, lbs.	326,359	459,142	496,892

LARD AND GREASE EXPORTS.

Exports of lard from New York City, May 1 to May 7, 1930, totaled 7,313,452 lbs.; tallow, none; greases, 80,000 lbs.; stearine, none.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
May 8, 1930.

Regular Hams.	
Green.	
8-10	20
10-12	19
12-14	18
14-16	18
16-18	18
18-20	17 1/2
10-16 range	18
10-22 range	17 1/2

S. P. Boiling Hams.

H. Run.	
16-18	17 1/2
18-20	17 1/2
20-22	17 1/2

Skinned Hams.

Green.	
10-12	20
12-14	19 1/2
14-16	19 1/2
16-18	18 1/2
18-20	18 1/2
20-22	18 1/2
22-24	17 1/2
24-26	17
26-30	16
30-35	15 1/2

Picnics.

Green.	
4-6	13 1/2
6-8	12 1/2
8-10	12 1/2
10-12	12 1/2
12-14	12 1/2

Bellies.

Green.	
6-8	19
8-10	18 1/2
10-12	18
12-14	16 1/2
14-16	15 1/2
16-18	15 1/2

Dry cure bellies 1c over S. P. bellies.

D. S. Bellies.

Clear.	
14-16	14 1/2
16-18	14 1/2
18-20	14 1/2
20-25	14 1/2
25-30	14 1/2
30-35	14 1/2
35-40	14 1/2
40-50	14 1/2

D. S. Fat Backs.

8-10	8 1/2
10-12	8 1/2
12-14	9 1/2
14-16	10 1/2
16-18	11 1/2
18-20	11 1/2
20-25	11 1/2

D. S. Rough Ribs.

45-50	12 1/2
55-60	12 1/2
65-70	11 1/2
75-80	11 1/2

Other D. S. Meats.

Extra short clears	35-45
Extra short ribs	35-45
Regular plates	6-8
Clear plates	4-6
Jowl butts	8 1/2

FUTURE PRICES.

SATURDAY, MAY 3, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.27 1/2	10.27 1/2	10.40	10.40	10.27 1/2
July	10.40	10.42 1/2	10.40	10.42 1/2	ax
Sept.	10.65	10.65	10.62 1/2	10.62 1/2	

CLEAR BELLIES—

May	14.00	14.00	14.00	14.00
July	13.80	13.77 1/2	13.77 1/2	13.80
Sept.	13.80	13.80	13.80	13.80

MONDAY, MAY 5, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.27 1/2	10.27 1/2	10.25	10.25	ax
July	10.40	10.42 1/2	10.40	10.40	10.60
Sept.	10.65	10.65	10.62 1/2	10.62 1/2	

CLEAR BELLIES—

May	14.00	14.00	14.00	14.00
July	13.80	13.77 1/2	13.77 1/2	13.80
Sept.	13.80	13.80	13.80	13.80

TUESDAY, MAY 6, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.22 1/2	10.25	10.22 1/2	10.25	ax
July	10.37 1/2	10.40	10.37 1/2	10.37 1/2	b
Sept.	10.57 1/2	10.60	10.57 1/2	10.57 1/2	

CLEAR BELLIES—

May	14.00	14.00	14.00	14.00
July	13.80	13.77 1/2	13.77 1/2	13.80
Sept.	13.80	13.80	13.80	13.80

WEDNESDAY, MAY 7, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.25	10.27 1/2	10.25	10.25	ax
July	10.37 1/2	10.37 1/2	10.32 1/2	10.32 1/2	ax
Sept.	10.57 1/2	10.57 1/2	10.55	10.55	ax

CLEAR BELLIES—

May	14.00	14.00	14.00	14.00
July	13.55	13.55	13.55	13.55
Sept.	13.55	13.55	13.55	13.55

THURSDAY, MAY 8, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.25	10.42 1/2	10.37 1/2	10.25	ax
July	10.40	10.42 1/2	10.37 1/2	10.37 1/2	ax
Sept.	10.62 1/2	10.62 1/2	10.57 1/2	10.57 1/2	

CLEAR BELLIES—

May	14.00	14.00	14.00	14.00
July	13.55	13.55	13.55	13.55
Sept.	13.55	13.55	13.55	13.55

FRIDAY, MAY 9, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.25	10.25	10.20	10.20	ax
July	10.40	10.40	10.27 1/2	10.27 1/2	ax
Sept.	10.60	10.60	10.47 1/2	10.47 1/2	

CLEAR BELLIES—

May	14.00	14.00	14.00	14.00
July	13.55	13.55	13.55	13.55
Sept.	13.55	13.55	13.55	13.55

Key: ax, asked; b, bid; n, nominal; — split.

LINK-BELT IN NEW OFFICE.

The Baltimore office of the Link-Belt Company has been moved to 913 Lexington Building, H. D. Alexander is in charge, and Harry E. Reese handles the sales of transmission equipment.

Increased demands for elevating, conveying and power transmission chains and machinery in the Baltimore territory necessitated the change, the company announces.

CANADIAN MEAT CONSUMPTION.

The per capita consumption of meat in Canada during 1929, with comparisons, is reported by the Canadian department of trade and commerce as follows:

	1929	1928	1927	1926
Beef	89.00	67.21	68.62	70.05
Pork	81.52	82.48	81.43	75.23
Mutton and lamb	7.20	6.45	6.10	5.98
Total	137.81	156.14	156.15	151.26

CHICAGO RETAIL MEATS

Beef.

Week ended

No.	No.	No.	No.	No.	No.
1.	2.	3.	1.	2.	3.
Rib roast, hvy. end.35	30	16	35	30	16
Rib roast, lt. end.45	35	20	45	35	20
Chuck roast	27	21	30	27	21
Steaks, round	45	40	25	45	40
Steaks, sirloin cut.45	40	25	50	40	22
Steaks, porterhouse.60	45	25	60	45	29
Steaks, flank	28	25	18	28	25
Beef stew, chuck.27	22	15	27	22	17
Corned briskets, boneless	32	28	18	28	24
Corned plates	20	18	10	20	15
Corned rumps, bnis.25	22	18	25	22	18

Lamb.

Good.	Com.	Good.	Com.
Hindquarters	30	22	38
Legs	28	23	40
Stews	15	22	15
Chops, shoulder	25	20	25
Chops, rib and loin.50	25	60	25

Mutton.

Legs	24	26	26
Stew	14	14	14
Shoulders	16	16	16
Chops, rib and loin.35	35	35	35

Pork.

Loin, 8@10 av.	24	25	26
Loin, 10@12 av.	23	24	25
Loin, 12@14 av.	24	26	25
Loin, 14 and over.	22	23	24
Chops	20	20	20
Shoulders	20	20	20
Butts	24	24	24
Spareribs	16	16	16
Hocks	12	12	12
Leaf lard, raw.	14	14	14

Veal.

Hindquarters	24	28	30
Forequarters	14	16	20
Legs	16	16	16
Breasts	16	16	16
Shoulders	20	22	20
Cutlets	50	50	50
Rib and loin chops.	35	40	40

Butchers' Offal.

Suet	4	5 1/2
Shop fat	2 1/2	3
Bone, per 100 lbs.	50	50
Calf skins	16	16
Kips	14	16
Deacons	12	12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, 1 c. 1. Chicago.	9 1/2	
Salt peter, 25 bbl. lots, f.o.b. N. Y.	5 1/2	5 1/2
Dbl. refined granulated	7 1/2	
Small crystals	7 1/2	
Medium crystals	8 1/2	
Large crystals	8 1/2	
Dbl. rfd. gran. nitrate of soda.	3 1/2	3 1/2
Less than 25 bbl. lots, 1/4c more.		
Boric acid, carloads, powdered, in bbls., in 5 ton lots or more.	8 1/2	9 1/2
In bbls. less than 5-ton lots.	8 1/2	9
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or pow., bbls.	5	4 1/2

Salt—	
Granulated, carlots, per ton, f.o.b. Chicago, bulk	\$6.60
Medium, carlots, per ton, f.o.b. Chicago bulk	9.10
Rock, carlots, per ton, f.o.b. Chicago.	8.60
Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans	@ 3.50
Second sugar, 90 basis.	None
Syrup testing 63 and 65 combined sucrose and invert, New York.	@ .38
Standard gran. f.o.b. refiners (2%)	@ 4.90
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.40
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.30

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	21	23
Cinnamon	14	18
Cloves	30	33
Coriander	5	7
Ginger	85	90
Mace	30	30
Nutmeg	29 1/2	33 1/2
Pepper, black	27	27
Pepper, Cayenne	27	27
Pepper, red	37 1/2	41
Pepper, white		

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

EATS

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Week, 1929.
No. 1.
2. 3.

Carcass Beef.

	Week ended May 7, 1930.	Cor. week, 1929.
Prime native steers.....	24 @ 25	23 1/4 @ 25 1/4
Good native steers.....	22 @ 23	22 1/4 @ 23 1/4
Medium steers.....	19 @ 21	21 1/4 @ 22 1/4
Heifers, good.....	19 @ 23	20 @ 23
Cows.....	14 @ 17	17 1/4 @ 20
Steer quarters, choice.....	30 @ 31	29 @ 31
Fore quarters, choice.....	20 1/2 @ 21	20 @ 21

Beef Cuts.

Steer loins, No. 1.....	@ 41	@ 38
Steer loins, No. 2.....	@ 38	@ 35
Steer short loins, No. 1.....	@ 41	@ 40
Steer short loins, No. 2.....	@ 45	@ 39
Steer loin ends (hips).....	@ 31	@ 32
Steer loin ends, No. 2.....	@ 30	@ 32
Cow loins.....	@ 23	@ 28
Cow short loins.....	@ 26	@ 31
Cow loin ends (hips).....	@ 20	@ 22
Steer ribs, No. 1.....	@ 27	@ 26
Steer ribs, No. 2.....	@ 26	@ 25
Cow ribs, No. 2.....	@ 18	@ 20
Cow ribs, No. 3.....	@ 14	@ 18
Steer rounds, No. 1.....	@ 22	@ 23 1/4
Steer rounds, No. 2.....	@ 21 1/4	@ 23
Steer chucks, No. 1.....	@ 17 1/4	@ 19
Steer chucks, No. 2.....	@ 16 1/4	@ 18
Cow rounds.....	@ 18 1/4	@ 21
Cow chucks.....	@ 13 1/4	@ 15
Steer plates.....	@ 11	@ 12 1/4
Medium plates.....	@ 11	@ 12
Briskets, No. 1.....	@ 19	@ 20
Steer navel ends.....	@ 9	@ 10 1/4
Cow navel ends.....	@ 10	@ 11
Pork shanks.....	@ 12	@ 11 1/4
Hind shanks.....	@ 10	@ 10
Strip loins, No. 1, boneless.....	@ 60	@ 60
Strip loins, No. 2.....	@ 50	@ 50
Sirloin butts, No. 1.....	@ 36	@ 40
Sirloin butts, No. 2.....	@ 36	@ 38
Beef tenderloins, No. 1.....	@ 75	@ 80
Beef tenderloins, No. 2.....	@ 70	@ 70
Rump butts.....	@ 30	@ 30
Flank steaks.....	@ 27	@ 27
Shoulder clods.....	@ 20	@ 21
Hanging tenderloins.....	@ 15 1/4	@ 18
Insides, green, 66/8 lbs.....	@ 19	@ 19
Outside, green, 56/6 lbs.....	@ 17 1/4	@ 17 1/4
Knuckles, green, 56/6 lbs.....	@ 22 1/4	@ 22 1/4

Beef Products.

Brains (per lb.).....	@ 13	@ 13
Hearts.....	@ 12	@ 12
Tongues, 46/5.....	@ 35	@ 37
Sweetbreads.....	@ 35	@ 46
Ox-tails, per lb.....	@ 15	@ 17
Fresh tripe, plain.....	@ 8	@ 8
Fresh tripe, H. C.....	@ 10	@ 10
Livers.....	@ 23	@ 16
Kidneys, per lb.....	@ 18	@ 17

Lamb.

Choice lambs.....	@ 21	@ 29
Choice lambs.....	@ 19	@ 27
Choice saddles.....	@ 27	@ 32
Medium saddles.....	@ 25	@ 30
Choice fores.....	@ 15	@ 24
Medium fores.....	@ 13	@ 22
Lamb fries, per lb.....	@ 13	@ 18
Lamb tongues, per lb.....	@ 16	@ 16
Lamb kidneys, per lb.....	@ 30	@ 30

Mutton.

Heavy sheep.....	@ 10	@ 16
Light sheep.....	@ 13	@ 18
Heavy saddles.....	@ 15	@ 18
Light saddles.....	@ 16	@ 20
Heavy fores.....	@ 7	@ 16
Light fores.....	@ 9	@ 14
Mutton legs.....	@ 20	@ 20
Mutton loins.....	@ 15	@ 18
Mutton stew.....	@ 8	@ 12
Sheep tongues, per lb.....	@ 16	@ 16
Sheep heads, each.....	@ 12	@ 12

Fresh Pork, Etc.

Pork loins, 86/10 lbs. avg.....	@ 22	@ 25
Picnic shoulders.....	@ 16	@ 17
Skinned shoulders.....	@ 16 1/4	@ 17
Tenderloins.....	@ 50	@ 50
Spare ribs.....	@ 13	@ 12
Corn fat.....	@ 14	@ 14
Boston butts.....	@ 20	@ 21
Boneless butts, cellar trim.....	@ 25	@ 26
Hocks.....	@ 11	@ 13
Teddy.....	@ 12	@ 12
Neck bones.....	@ 6	@ 4
Slip bones.....	@ 14	@ 14
Blade bones.....	@ 16	@ 14
Pigs' feet.....	@ 7	@ 7
Kidneys, per lb.....	@ 11	@ 9
Livers.....	@ 9	@ 9
Brains.....	@ 15	@ 14
Ears.....	@ 7	@ 7
Snouts.....	@ 7	@ 7
Heads.....	@ 9	@ 10

Veal.

Choice carcass.....	@ 18	@ 23
Good carcass.....	@ 12	@ 16
Good saddles.....	@ 22	@ 25
Good backs.....	@ 12	@ 16
Medium backs.....	@ 10	@ 11

Veal Products.

Brains, each.....	@ 15	@ 18	@ 14	@ 15
Sweetbreads.....	@ 80	@ 80	@ 75	@ 75
Calf livers.....	@ 60	@ 60	@ 60	@ 60

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@ 28	@ 28
Country style sausage, fresh in link.....	@ 21	@ 21
Country style sausage, fresh in bulk.....	@ 19	@ 19
Country style sausage, smoked.....	@ 24	@ 24
Frankfurts in sheep casings.....	@ 23 1/4	@ 23 1/4
Frankfurts in hog casings.....	@ 22 1/4	@ 22 1/4
Bologna in beef buns, choice.....	@ 19 1/4	@ 19 1/4
Bologna in cloth, paraffined, choice.....	@ 17	@ 17
Bologna in beef middles, choice.....	@ 19	@ 19
Liver sausage in hog buns.....	@ 18	@ 18
Smoked liver sausage in hog buns.....	@ 14	@ 14
Liver sausage in beef rounds.....	@ 17	@ 17
Head cheese.....	@ 14	@ 14
New England luncheon specialty.....	@ 20 1/4	@ 20 1/4
Mixed luncheon specialty.....	@ 21	@ 21
Tongue sausage.....	@ 20	@ 20
Blood sausage.....	@ 18	@ 18
Polish sausage.....	@ 18 1/4	@ 18 1/4
Souse.....	@ 16	@ 16

DRY SAUSAGE.

Cervelat, choice, in hog buns.....	@ 62	@ 62
Thuringer Cervelat.....	@ 20 1/4	@ 20 1/4
Farmer.....	@ 35	@ 35
Holsteiner.....	@ 33	@ 33
B. C. Salami, choice.....	@ 60	@ 60
Milano Salami, choice, in hog buns.....	@ 46	@ 46
B. C. Salami, new condition.....	@ 29	@ 29
Prisces, choice, in hog middles.....	@ 43	@ 43
Genoa style Salami.....	@ 56	@ 56
Pepperoni.....	@ 41	@ 41
Mortadella, new condition.....	@ 27	@ 27
Capicola.....	@ 54	@ 54
Italian style ham.....	@ 49	@ 49
Virginia ham.....	@ 54	@ 54

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.....	@ 8.75	@ 8.75
Large tins, 1 to crate.....	7.75	7.75
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....	8.00	8.00
Large tins, 1 to crate.....	9.00	9.00
Frankfurt style sausage in hog casings—		
Small tins, 2 to crate.....	7.50	7.50
Large tins, 1 to crate.....	8.50	8.50
Smoked link sausage in hog casings—		
Small tins, 2 to crate.....	7.00	7.00
Large tins, 1 to crate.....	8.00	8.00

SAUSAGE MATERIALS.

Regular pork trimmings.....	8 1/2 @ 9	8 1/2 @ 9
Special lean pork trimmings.....	@ 17 1/4	@ 17 1/4
Extra lean pork trimmings.....	@ 20 1/4	@ 20 1/4
Neck bone trimmings.....	@ 14	@ 14
Pork cheek meat.....	@ 11 1/4	@ 11 1/4
Pork hearts.....	@ 10	@ 10
Native boneless bull meat (heavy).....	@ 15	@ 15
Boneless chucks.....	@ 13	@ 13
Shank meat.....	@ 12 1/4	@ 12 1/4
Beef trimmings.....	@ 11	@ 11
Beef hearts.....	@ 7 1/4	@ 7 1/4
Beef cheeks (trimmed).....	@ 9 1/4	@ 9 1/4
Dressed canners, 350 lbs. and up.....	@ 10 1/4	@ 10 1/4
Dressed cutter cows, 400 lbs. and up.....	@ 10 1/4	@ 10 1/4
Dr. bologna bulls, 600 lbs. and up.....	11 1/4 @ 11 1/4	11 1/4 @ 11 1/4
Beef tripe.....	@ 3	@ 3
Pork tongues, canner trimmed S. F.....	16 1/4 @ 17	16 1/4 @ 17

SAUSAGE CASINGS.

(F. O. B. CHICAGO)
(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:		
Domestic rounds, 180 pack.....	23	23
Domestic rounds, 140 pack.....	30	30
Export rounds, wide.....	46	46
Export rounds, medium.....	29	29
Export rounds, narrow.....	42	42
No. 1 weasands.....	14	14
No. 2 weasands.....	17	17
No. 1 bungs.....	20	20
No. 2 bungs.....	20	20
Middles, regular.....	75	75
Middles, selected wide.....	2.25	2.25
Dried bladders:		
12-15 in. wide, flat.....	2.00	2.00
10-12 in. wide, flat.....	1.65	1.65
8-10 in. wide, flat.....	1.25	1.25
6-8 in. wide, flat.....	.85	.85
Hog casings:		
Narrow, per 100 yds.....	2.75	2.75
Narrow, special, per 100 yds.....	2.25	2.25
Medium, regular, per 100 yds.....	1.15	1.15
Wide, per 100 yds.....	.75	.75
Extra wide, per 100 yds.....	.85	.85
Export bungs.....	28	28
Large prime bungs.....	15	15
Medium prime bungs.....	10	10
Small prime bungs.....	.06	.06
Middles, per set.....	20	20
Stomachs.....	10	10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$15.00	\$15.00
Honeycomb tripe, 20-lb. bbl.....	20.00	20.00
Pocket honeycomb tripe, 200-lb. bbl.....	21.00	21.00
Pork feet, 200-lb. bbl.....	16.50	16.50
Pork tongues, 200-lb. bbl.....	77.00	77.00
Lamb tongues, 100-lb. cwt.....	35.00	35.00
Lamb tongues, short cut, 200-lb. bbl.....	65.00	65.00

DRY SALT MEATS.

Extra short clears.....	@ 13 1/4	@ 13 1/4
Extra short ribs.....	@ 13 1/4	@ 13 1/4
Short clear middles, 80-lb. avg.....	@ 15	@ 15
Clear bellies, 18@20 lbs.....	@ 14 1/4	@ 14 1/4
Clear bellies, 14@16 lbs.....	@ 15 1/4	@ 15 1/4
Rib bellies, 20@25 lbs.....	@ 14 1/4	@ 14 1/4
Rib bellies, 25@30 lbs.....	@ 14 1/4	@ 14 1/4
Fat backs, 10@12 lbs.....	@ 10 1/4	@ 10 1/4
Fat backs, 14@16 lbs.....	@ 11 1/4	@ 11 1/4
Regular plates.....	@ 8 1/4	@ 8 1/4
Butts.....	@ 8 1/4	@ 8 1/4

WHOLESALE SMOKED MEATS.

Fancy reg. ham, 14@16 lbs.....	@ 25 1/4	@ 25 1/4
Fancy skd. ham, 14@16 lbs.....	@ 26 1/4	@ 26 1/4
Standard reg. ham, 14@16 lbs.....	@ 23 1/4	@ 23 1/4
Picnic, 4@8 lbs.....	@ 21 1/4	@ 21 1/4
Fancy bacon, 6@8 lbs.....	@ 24	@ 24
Standard bacon, 6@8 lbs.....	@ 24	@ 24
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.....	@ 44	@ 44
Outsides, 6@9 lbs.....	@ 41	@ 41
Knuckles, 5@9 lbs.....	@ 37	@ 37
Cooked hams, choice, skin on, fattened.....	@ 40	@ 40
Cooked hams, choice, skinless, fattened.....	@ 27	@ 27
Cooked picnics, skin on, fattened.....	@ 28	@ 28
Cooked picnics, skinned, fattened.....	@ 48	@ 48
Cooked loin roll, smoked.....		

BARRELED PORK AND BEEF.

Mess pork, regular.....	@ 29.50	@ 29.50
Family back pork, 24 to 34 pieces.....	@ 31.50	@ 31.50
Family back pork, 35 to 45 pieces.....	@ 32.00	@ 32.00
Clear back pork, 40 to 50 pieces.....	@ 24.50	@ 24.50
Clear plate pork, 25 to 35 pieces.....	@ 20.00	@ 20.00
Brisket pork.....	@ 24.50	@ 24.50
Bean pork.....	@ 20.00	@ 20.00
Plate beef.....	@ 28.00	@ 28.00
Extra plate beef, 200 lb. bbls.....	@ 27.00	@ 27.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.57 1/2 @ 1.60	\$1.57 1/2 @ 1.60
Oak pork barrels, black iron hoops.....	1.05 @ 1.67 1/4	1.05 @ 1.67 1/4
Ash pork barrels, galv. iron hoops.....	1.77 1/4 @ 1.80	1.77 1/4 @ 1.80
White oak ham tierces.....	@ 3.12 1/4	@ 3.12 1/4
Red oak lard tierces.....	2.87 1/4 @ 2.40	2.87 1/4 @ 2.40
White oak lard tierces.....	2.57 1/4 @ 2.00	2.57 1/4 @ 2.00

OLEOMARGARINE.

Highest grade natural color animal fat		
margarine in 1-lb. cartons, rolls or		
prints, f.o.b. Chicago.....	@ 35	@ 35
White animal fat margarines in 1-lb.		
cartons, rolls or prints, f.o.b. Chicago	@ 19 1/4	@ 19 1/4
Nut, 1-lb. cartons, f.o.b. Chicago.....	@ 17	@ 17
(30 and 60-lb. solid packed tubs, 1c		
per lb. less.).....		
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@ 15	@ 15

ANIMAL OILS.

Prime edible lard oil.....	@ 11 1/4	@ 11 1/4
Headlight burning oil.....	@ 11 1/4	@ 11 1/4
Prime winter strained.....	@ 11	@ 11
Extra winter strained.....	@ 10 1/4	@ 10 1/4
Extra lard oil.....	@ 9 1/4	@ 9 1/4
Extra No. 1.....	@ 9 1/4	@ 9 1/4
No. 1 lard.....	@ 9	@ 9
No. 2 lard.....	@ 9	@ 9
Acidless tallow oil.....	@ 9	@ 9
No. 20 C. T. neatfoot.....	@ 16 1/4	@ 16 1/4
Pure neatfoot oil.....	@ 10 1/4	@ 10 1/4
Special neatfoot oil.....	@ 10 1/4	@ 10 1/4
Extra neatfoot oil.....	@ 10 1/4	@ 10 1/4
No. 1 neatfoot oil.....	@ 9 1/4	@ 9 1/4
Oil weighs 7 1/2 lbs. per gallon. Barrels contain		
about 50 gals. each. Prices are for oil in barrels.		

LARD.

Prime steam.....	@ 10.25	@ 10.25
Prime steam, loose.....	@ 9.40	@ 9.40
Kettle rendered, tierces.....	@ 10.25	@ 10.25
Refined lard, boxes, N. Y.....	@ 10.87 1/4	@ 10.87 1/4
Leaf, raw.....	@ 9.37 1/2	@ 9.37 1/2
Neutral, in tierces.....	@ 11.62 1/2	@ 11.62 1/2
Compound, acc. to quantity.....	@ 11.00	@ 11.00

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	11 1/4 @ 11 1/4	11 1/4 @ 11 1/4
Oleo stocks.....	9 1/4 @ 10	9 1/4 @ 10

Retail Section

When a Customer Walks Out Without Buying, There's a Reason

The clerk is the personal representative of the store proprietor. It is through him, in many instances, that customers receive their impressions of a store and its service.

If a business is to be successful, these impressions must be favorable. Probably most housewives who visit a store are not supersensitive to little discourtesies and lapses from good service, but the percentage who resent these things is often large enough to make or break a business.

Proper training of employees, before permitting them to wait on customers, is a detail too many store proprietors overlook. In particular, clerks should know the stock and be made to understand that each customer is entitled to and must have every consideration and courtesy extended to her.

The following article on reasons why customers walk out of stores without buying, is from the Department of Public Relations and Trade, Institute of American Meat Packers. The retailer who is interested in getting the most out of his business will find in it suggestions of value.

Why Sales Are Lost

A survey made by a business research organization in a large New England store recently furnishes data on why retailers lose sales. This should be of value to all dealers who are interested in lowering the mortality rate of their customers.

Two hundred losses of sales were analyzed by sales experts, who gained the information by interviewing customers who had not purchased goods. The following is the list of reasons for sales losses which were given:

Why Customers Do Not Buy.

Clerk's lack of knowledge regarding merchandise	50
Indifference	30
Improper handling of customer	23
Errors in address	20
Out of stock	17
Insolence of sales people	12
Customer kept waiting	11
Impatience with customer	10
Promise not kept	6
Condition of stock	5
Unfamiliarity with stock	15
Poor merchandise	1
Total	200

The interesting fact which stands out in this analysis is that only three of the reasons which were given by the customers could be blamed to stock. The fact that 50 of the losses, or 25 per cent of the total, could be blamed directly to the clerk because of the fact that he was not educated regarding the merchandise which he was selling, should cause the retailer to take stock of himself and the personnel of his store.

How many of these losses could have been prevented if the proprietor of the store had applied himself better to the task of educating his sales staff? Perhaps not all, but surely a great many of the errors could have been eliminated. It is obviously to the interest of the proprietor to see that his clerks are well trained. Blame for these 177 errors attributed to sales people cannot be placed entirely on the clerks; the proprietors themselves are to a large degree responsible for the results of this analysis.

Important That Clerks Know.

In order to get a better picture of the results, an itemized review of the analysis might be of interest.

Fifty sales were lost because sales people were not educated regarding the products they were selling. This is a condition found in many retail stores, and one which can be overcome with little difficulty. Although it is true that retail meat and grocery stores have a widely diversified stock, and that the number of articles carried is astounding, it is nevertheless possible for clerks to have at least a general knowledge of each article they sell.

One successful salesman in a large retail grocery store has an interesting system which he follows in the sale of each article. He makes it a rule to know the fundamental information about all of the brands the store carries, and to educate himself on the salient points of one brand of each article. He realizes that the additional information he can thus keep in his mind may help him to make his sale. A clerk who follows this plan loses few sales because of ignorance of merchandise.

Indifference of sales people was responsible for more lost sales than any other one reason, with the exception of lack of knowledge of merchandise. There is little that can be said about

this point. The blame, for the most part, is with the proprietor; it is his duty to keep his clerks interested in the business and to relieve himself of employees who remain indifferent. An indifferent clerk is a poor advertisement for any business.

Discourtesy Not Permissible.

Improper handling of customers, perhaps, is not always an inexcusable error on the part of the clerk. The ideal salesman can adapt himself to many situations but, nevertheless, there are sales lost for this reason for which the clerk cannot honestly be blamed. If clerks are even-tempered and tactful, the number of sales lost because of improper handling of the customer will be small.

Errors in addresses are inaccuracies that can be avoided. If clerks will follow a definite plan for getting the addresses of customers, loss from this source can be minimized. One clerk reduces losses from this source by repeating the entire name and address after the customer, if the order is given over the telephone, or by writing it down in the presence of the customer and then checking it by reading it over.

Insolence of sales people is, of course, an error calling for immediate action. Proprietors should be aware of the fact if their clerks are impolite, and should act at once when they find this fault.

Should Cultivate Patience.

Occasions arise on which it is impossible to avoid keeping customers waiting. Proprietors should find means of preparing for rush periods so that customers will not be inconvenienced. One means used by some retail meat dealers is to have a supply of cut meat ready for the rush hour.

Impatience with customers was responsible for but 10 of these 200 losses of sales, but in a more general analysis it might run higher, for customers at times are tactless and insolent. Although it is extremely difficult at times and one of the hardest tasks which confronts a sales person, sales will be increased if clerks will use tact and be patient with customers, although they may have sufficient reason to become exasperated.

When clerks fail to keep a promise, the customer receives a bad impression of the store. In their anxiety to make a sale, clerks should never make the mistake of giving promises which they are not sure they can fulfil. A good axiom is "Do more than you promise, but never promise more than you can do."

Unfamiliarity with stock is a fault found often in sales people. While perhaps they are directly to blame for these sales losses, losses can be reduced if the proprietor will arrange the stock systematically. Stock should be arranged in such a manner that clerks can know the location of each type of merchandise within a few days after they enter the employ of a store.

Proprietor Often at Fault.

Out of stock, condition of stock, and poor merchandise are reasons given for sales losses in this report for which the proprietor alone must take the blame. The first two conditions can be overcome by careful checking of stock the first of each week, or each day, if turnover is rapid. Stores will lose more than one sale out of each 200, unless proprietors are extraordinarily careful of their stock and confine their buying almost strictly to high-grade products.

The average store owner, although he may not care to make an analysis of this sort of his own trade, might do well to consider the reasons why customers leave his place of business without buying. Although this analysis was small in scope, the results are fair and clear enough to be the basis of a general statement that proprietors should devote more time to the training of the personnel of their stores. Few general principles can be laid down, and yet each of the reasons given in the preceding paragraphs is sufficient cause for a treatise on instructing personnel.

TOLEDO ASSN. COMMITTEES.

At a dinner given to the members of the Toledo Retail Meat Dealers Association on April 30, president Gottlieb Scharfy appointed the following committees for the coming year:

Delegates to Toledo Citizens' Plan Association.—Gus Williamson and Ernie Lattin.

Membership Committee.—Charles W. Hesse, George F. Freyman, F. G. Leydorf, August Schmidt and Phillip Provo.

Entertainment.—Frank Reber, Christ Rieker, P. J. Weiss and Gus Williamson.

Grievance.—Ernie Lattin, Phillip Provo, George Freyman and August Schmidt.

Sick.—F. G. Leydorf, Charles W. Hesse, Frank Reber and P. J. Weiss.

Publicity.—Charles W. Hesse, Frank Reber, Ernie Lattin and F. G. Leydorf.

KANSAS RETAILERS MEET.

The nineteenth annual convention of the Kansas Retail Meat Dealers' Association was held at Wellington, May 7 and 8, with a large and enthusiastic crowd in attendance.

Features of the meeting were a beef cutting demonstration by John Vincent of Girard, a lamb cutting demonstration by Professor David Mackintosh of the Kansas State Agricultural College, and a demonstration of meat and pork special cuts by William Murphy. There were also many instructive addresses and a full entertainment program.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

RIGHT WAY TO COOK MEAT.

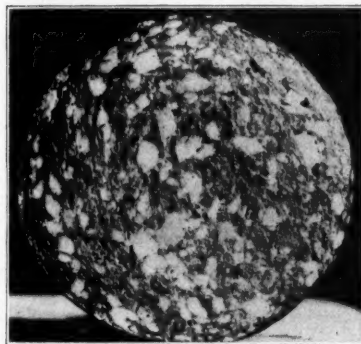
Developing proper meat flavor and at the same time avoiding overcooking and resultant shrinkage through losses of necessary juices, calls for the use of an oven and meat thermometers, according to the Bureau of Home Economics of the U. S. Department of Agriculture. So many minutes to the pound won't do.

Three definite aims are believed by the bureau to be of major importance in the cooking of meats. These have been developed out of a nation-wide study of the factors that influence palatability.

First, meat must be cooked according to the cut. Tender cuts can be cooked quickly unless they are large roasts, and are best cooked in utensils without lids and without water. Less tender cuts should be cooked slowly and with some water to soften the connective tissue.

Second, meat should be cooked so as to bring out the maximum of flavor. The browning of meat on the outside to develop rich flavor is advocated. After browning, cooking is continued according to the tenderness of the cut.

Third, eliminate guesswork in the cooking of meat. For this purpose both an oven thermometer and a roast meat thermometer are advocated. "So many minutes to the pound" is not a sure guide, the bureau says. The roast meat thermometer put directly into the meat before the cooking is begun and shows when the desired stage has been reached. It also shows when to stop cooking. Every additional minute of cooking beyond the required "rare,"



A CROSS SECTION OF WHAT?

It might be a cross section of the earth, but what it really is is a magnified slice of bierwurst, so popular with the lovers of German sausages.

"medium" or "well done" stage simply wastes the meat by shrinking it unduly.

NEWS OF THE RETAILERS.

W. D. Cobb has sold his meat and grocery business at 310 McKinley ave., Fresno, Cal., to L. B. Young.

Woods & Simmons, of Marysville, Cal., have engaged in the meat and grocery business at 413 Plumas, Yuba City, Cal.

Earnest Henderson has opened a meat market and grocery at Fall River, Kas.

R. Kralicek, Longford, Kas., has sold his meat market to D. Telander.

The Hoffman Meat Market, Baxter Springs, Kas., has been sold, and is now known as the Durnil & Hatfield Meat Market.

Frank Minton, Mountain View, Okla., has sold out his meat business to W. E. Daniels.

The R. G. & W. Grocery & Market has been opened at 110 N. Seminole ave., Okmulgee, Okla., by Joe Reynolds, H. T. Greenway and E. H. Ward.

The Zumwalt Grocery, Vinita, Okla., has added a meat market.

Crowder & Herrington have become the owners of the Model Grocery & Market, Meeker, Okla.

The Beemiller Meat Market has opened at 310-12 East Murdock, Wichita, Kas.

S. F. Cook, Harrisburg, Ore., has been succeeded in the meat business by A. G. Waggoner.

A. E. Maser has purchased the meat department of Piggly Wiggly No. 2, Klamath Falls, Ore.

The Burns Meat Co., Burns, Ore., has purchased the meat market equipment of the Valley Grocery.

The Virginia Grocery & Market, Portland, Ore., has opened for business under the management of Esther Bernstein.

The Deford & White Co., Guthrie Center, Ia., grocers and meat dealers, have incorporated, with a capital stock of \$10,000. F. F. Deford is president; Robert White, secretary.

Seeborg Bros. have purchased the grocery and meat market of M. E. Stevens at Stillman Valley, Ill.

Hjalmer Carlson will open a meat market at Roseau, Minn.

Edward Arndt, Wabasha, Minn., has purchased the meat business of George Schaub.

NEW YORK RETAIL CONVENTION.

The New York State Association of Retail Meat Dealers, Inc., will hold its annual convention at the Hotel Martin, Utica, New York, on June 2 to 4 inclusive. Everything possible will be done to make this convention one of the most successful ever held, and to the end that all those attending may have a most enjoyable time Henry Hoffman, the association's key man in upper New York state, is bending every effort and will afford them many pleasant surprises. There will be several interesting speakers who will talk on the various new trends in merchandising, as well as the many new products and ways of distributing foods.

New York Section

AMONG RETAIL MEAT DEALERS.

At the board of directors' meeting of Ye Olde New York Branch on Tuesday evening, May 6, it was agreed to follow the action of the Bronx Branch in the matter of closing shops at eight o'clock Saturday evening during July and August. While as many as possible will endeavor to conform to this new progressive movement, many shops find it inconvenient to do so, as the bulk of their sales are made from 7 to 9 p. m. However, in localities where it can be done without detriment to business or inconvenience to customers, it will be carried out.

The increased membership and the many departments maintained by Ye Olde New York Branch have given the board of directors a big problem in the matter of meeting rooms and executive offices. Therefore they have under consideration the purchasing of a clubhouse, which will offer members many

conveniences and afford suitable headquarters for the association.

On May 20 Ye Olde New York Branch will hold a special meeting with a strictly educational program. It is planned to have several speakers, among whom will be T. W. Balse, vice-president in charge of sales, R. C. Williams & Co., and his talk will be on the subject of retail butchers including a complete line of canned goods and other products that can be conveniently merchandised in their shops.

Final arrangements have been made by the Bronx Branch for the Old Fashion Ladies' Night to be given to the members and their wives. It will be held at Ebling's Casino on Sunday, May 18th. Delegates to the State Convention at Utica were elected at the meeting on Wednesday evening of this week.

At the meeting of the South Brook-

lyn Branch on Tuesday evening of this week the following delegates to the convention of the State Association were elected: Harry Kamps, Joseph Rossman and Steve Kittel. Replies to questionnaire recently sent out average 98 per cent in favor of early closing on Saturdays.

P. Werden, a member of Ye Olde New York Branch, celebrated a birthday on April 29.

Mrs. Fred Hirsch, trustee of the Ladies' Auxiliary, has returned from Louisville, Ky., where she attended a convention of the Bowling Club.

Mrs. William Zeigler, a past president of the Ladies' Auxiliary, and Mrs. K. Papp, a member, celebrated birthdays on May 1.

Mildred Hembdt, second daughter of Mr. and Mrs. Charles Hembdt, celebrated a birthday on May 5.

Hortense Werden, daughter of Mr. and Mrs. P. Werden, celebrated her birthday on May 5.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 8, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$19.00@21.00	\$19.50@20.50	\$20.00@21.50	\$
Good	17.00@19.00	19.00@20.00	18.00@20.00	18.00@19.50
STEERS (550-700 lbs.):				
Choice	19.00@21.50		20.00@21.50	20.50@22.50
Good	17.00@19.00	18.50@19.50	18.00@20.00	18.50@19.50
STEERS (500 lbs. up):				
Medium	15.00@17.00	17.00@18.50	16.00@18.00	17.00@18.00
Common	14.00@15.00	16.00@17.00	15.50@16.00	
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	19.00@21.50		21.00@22.50	
Good	17.00@19.00		19.00@21.00	
Medium	16.00@17.00			
COWS:				
Good	14.50@15.50	14.00@15.00	16.50@17.50	15.50@16.50
Medium	13.50@14.50	13.00@14.00	15.00@16.00	14.50@15.50
Common	12.50@13.50	12.00@13.00	13.50@15.00	12.50@14.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	17.00@19.00	18.00@21.00	20.00@23.00	
Good	15.00@17.00	15.00@18.00	18.00@20.00	16.00@18.00
Medium	13.00@15.00	12.00@15.00	15.00@18.00	13.00@16.00
Common	10.00@13.00	10.00@12.00	13.00@15.00	10.00@13.00
Fresh Lamb and Mutton:				
SPRING LAMB:				
Good-Choice	25.00@28.00	23.00@25.00	26.00@28.00	25.00@27.00
Medium	21.00@25.00	21.00@23.00	25.00@26.00	22.00@25.00
Common			21.00@24.00	
LAMB (38 lbs. down):				
Choice	21.00@22.00	21.00@22.00	21.00@23.00	23.00@24.00
Good	20.00@21.00	20.00@21.00	20.00@22.00	22.00@23.00
Medium	17.00@20.00	18.00@20.00	19.00@20.00	19.00@21.00
Common	15.00@17.00	16.00@18.00	18.00@20.00	
LAMB (39-45 lbs.):				
Choice	21.00@22.00	20.00@21.00	21.00@22.00	23.00@24.00
Good	20.00@21.00	19.00@20.00	19.00@21.00	22.00@23.00
Medium	17.00@20.00	17.00@19.00	18.00@19.00	19.00@21.00
Common	15.00@17.00		17.00@18.00	
LAMB (46-55 lbs.):				
Choice	18.00@20.00	19.00@20.00	19.00@20.00	
Good	17.00@18.00	18.00@19.00	17.00@19.00	
MUTTON (Ewe) 70 lbs. down:				
Good	11.00@13.00	12.00@13.00	12.00@14.00	13.00@15.00
Medium	9.00@11.00	10.00@12.00	10.00@12.00	12.00@13.00
Common	8.00@9.00	9.00@10.00	9.00@10.00	11.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	20.00@23.00	21.00@22.00	23.00@24.00	20.00@22.00
10-12 lbs. av.	19.00@21.00	20.50@21.50	22.00@23.00	20.00@21.00
12-15 lbs. av.	18.00@20.00	19.50@20.50	20.00@21.00	19.00@20.00
16-22 lbs. av.	16.50@17.50	17.50@18.50	19.00@20.00	18.00@19.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	15.00@16.00		16.00@18.00	16.00@17.00
PICNICS:				
6-8 lbs. av.		14.50@15.50		15.00@16.00
BUTTS, Boston Style:				
4-8 lbs. av.	17.00@19.00		18.00@22.00	19.00@21.00
SPARE RIBS:				
Half Sheets	12.00@14.00			
TRIMMINGS:				
Regular	8.00@9.00			
Lean	18.00@21.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

NEW YORK NEWS NOTES.

P. H. Ingwersen, cattle buyer, Swift & Company, Chicago, visited New York during the past week.

Nathan Strauss, Inc., opened a new store in Arctic, R. I., last week, equipped with the most modern fixtures.

Another welcome visitor to the East was Dan Gallagher of D. J. Gallagher Co., Chicago, but Philadelphia took all of his time.

Ramon Suarez, of the export department, F. A. Ferris branch of Stahl-Meyer, Inc., is now in Mexico, where he plans to spend the next few months on business.

H. H. Apamian, industrial engineer for Armour and Company, Chicago, for many years, has been transferred to the plant of the New York Butchers' Dressed Meat Company.

W. C. Cooper, vice-president of F. C. Cooper, packinghouse products brokers, New York, just returned from a trip throughout the West where he had been for the past few weeks.

After a long illness E. F. McKenna, employment manager at the New York Butchers' Dressed Meat Company, is now on the road to recovery, as was evidenced by his call at the plant on Tuesday of last week.

Chicago visitors to Armour and Company, New York, during the past week included Vice-President T. G. Lee, F. W. Louches and S. W. Sanders, both of the branch house superintendent's department; L. B. Dodd, dressed beef department, and G. M. Willetts.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended May 3, 1930, was as follows: Meat.—Manhattan, 2,216 lbs.; Queens, 514 lbs. Total, 2,730 lbs. Poultry and Game.—Manhattan, 142 lbs.; Bronx, 6 lbs. Total, 148 lbs.

BATTERIES - BLACKING - BORIC ACID - BEANS - BEETS - BLACKBERRIES - BROWN BREAD - BROTHS - BRUSSELS SPROUTS - CAND
 LARS - CIGARETTES - CRAB MEAT - COCOA AND CHOCOLATE - CHEESE - COFFEE - COLD CREAM - CRACKERS - CREAM - CAMPHO
 MPHOR ICE - CONDENSED MILK - CRAYONS - CAKE - CARBIDE - CAVIAR - CEREALS - CHEMICALS - CHEWING GUM - CHILI POWDER
 ANERS - COCOANUT - COOKIES - COTTER PINS - CHLORIDE OF LIME - CREOSOTE - CEMENT (FURNACE) - COLORS IN OIL - COA
 AMS - CLAM CHOWDER - CARROTS - CORN - CLAM JUICE - CHERRIES - CURRANTS - CHILE CON CARNE - CRANBERRIES - CRANBER
 UCE - CORNED BEEF AND CABBAGE - CHOW MEIN - CHOP SUEY - CELERY - CAULIFLOWER - CHICKEN - CHOCOLATE SYRUI
 ODORANT CRYSTALS - DRUGS - DENTAL FLOSS - DENTAL CEMENT - DISINFECTANT - DRY MILK - DUST CLOTHS - DYES - DRA
 ANERS - DEODORANT POWDER - EVAPORATED MILK - EGG POWDER - ESSENTIAL OIL - ETHER - EXTRACTS - EYEBROW PENCIL
 CTRIC LIGHT BULBS - ENAMELS - ERASERS - EMERY - BELLS - FOOT POWDER - FLY OIL - FILMS - FURNITURE POLISH - FLASH LIGHT
 ZEN FRUITS - FIRE EXTINGUISHER POWDER - FIRST AID KITS - FISH - FISH FOOD - FLOOR POLISH - FLOOR WAX - FLOUR - FRI
 CE - FACE POWDER - FERTILIZER - FISH HOOKS - FISH FLAKES - FISH BALLS - FISH ROE - FISH CHOWDER - FIGS - FRANKFURTER
 IT SYRUPS - FLAVORING SYRUPS - GOLF BALLS - GAMES - GASOLINE - GLUE - GLYCERINE - GOGGLES - GRAPHITE - GREAS
 INDING COMPOUND - GUN POWDER - GRAPE FRUIT - GRAPE FRUIT JUICE - HERRINGS - HARNESS OIL - HONEY - HAND SOA
 IR PREPARATIONS - HERBS - HYDROMETERS - HAIR TONIC - HOMINY - HAM (WHOLE) - HAM (DEVILED) - INSECT POWDER
 ECTICIDES - ICE CREAM - ICE CREAM CONES - INK - JAM - JELLIES - KEROSENE - KRAUT JUICE - LARD - LARD COMPOUND - LITHARG
 E - LIPSTICKS - LACQUERS - LAMP BLACK - LOBSTER - LOGANBERRIES - MUSTARD PLASTER - MACARONI - MALT - MALT SYRU
 LTED MILK - MEAT - METAL POLISH - MOLASSES - MOPS - MOTH FLAKES - MUSHROOMS - MAYONNAISE - MACKEREL - MARMALAD
 RSHMALLOW WHIP - NOODLES - NUTS - NAILS - ONTMENTS - OILS - OLIVES - OXIDE OF LEAD - OYSTERS - OLIVE OIL - ORAN
 CE - PILLS - PAINT - PARIS GREEN - PEANUT BUTTER - PEN POINTS - PENCILS - PETROLATUM - PHONOGRAPH NEEDLES - PINE TAI
 KLES - PISTON RINGS - PLASTER OF PARIS - POTATO CHIPS - POULTRY FOOD - PRETZELS - PUTTY - PECTIN - PAINT BRU
 ANER - POLISHING COMPOUNDS - PAST
 AIR KITS - RADIO PARTS - RAISINS - RA
 MENT - ROUGE - RADIO TUBES
 WDER - SOLDERING PASTE - S
 AIVING STICK - SNUFF - SPIC
 DS - SOAP (LIQUID) - STEAR
 NACH - SANDWICH SPREAD
 RMOS BOTTLES - TOMA
 MATOES - TOMATO SA
 ETABIES - WHITE LEA

Bird's-eye—then bull's-eye

WHEN it comes to choosing a company from which to buy containers, it pays, you'll find, to think a bit about a little word called scope. The fact of a can company's far-flung interests is a mighty vital thing. It is one more point of difference between guesswork and solid facts.

A list of products for which we make containers reads like the roster of an entire continent's industry. And we are more than glad it is so. For we know that because we serve them all we can better serve each one.

The organization of the American Can Company is

rather unique. It is made up of men whose knowledge and experience cover the whole broad container field—and of men who are specialists in one particular branch of industry, such as paint, or candy, or tea. Thus a *team* tackles every problem, arrives at the proper container for every product we serve.

Among the vast resources of Canco is this vast resource of knowledge—this experience accumulated through many, many

years. It means there are few false starts—it means that whether we are to design a container for you or help solve some baffling problem that you have asked us to tackle, we are equipped to arrive at an accurate answer without guesswork. Because we have this bird's-eye view of the container problems of every industry, we are better able to hit the bull's-eye for each and all alike.

Combined accumulated knowledge is a mighty vital thing in choosing a company from which to buy your containers. It has meant a lot to the customers who associate themselves with us.

**- AMERICAN -
CAN COMPANY**



NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$12.85@14.00
Steers, medium	10.75@12.50
Cows, common and medium	5.50@ 7.50
Bulls, cutter-medium	6.50@ 8.25

LIVE CALVES.

Vealers, good to choice	\$10.00@13.00
Vealers, medium	7.00@10.00

LIVE SHEEP AND LAMBS.

Lambs, spring, good to choice	\$12.50@14.00
Lambs, good to choice	8.25@ 9.25
Lambs, medium	7.00@ 9.25
Lambs, common	6.50@ 8.00
Ewes, medium to choice	4.50@ 6.50

LIVE HOGS.

Hogs, 160-210 lbs.	\$ @10.50
Hogs, medium	@10.75
Hogs, 120 lbs.	@10.25
Roughs	@ 9.25
Good Roughs	@ 9.50

DRESSED HOGS.

Hogs, heavy	\$ @15.50
Hogs, 180 lbs.	@16.00
Pigs, 80 lbs.	@16.00
Pigs, 80-140 lbs.	@16.00

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	23 @ 24
Choice, native light	22 @ 24
Native, common to fair	20 @ 21

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	21 @ 23
Native choice yearlings, 400@600 lbs.	22 @ 23
Good to choice heifers	20 @ 21
Good to choice cows	17 @ 19
Common to fair cows	13 @ 15
Fresh bologna bulls	14 @ 15

BEEF CUTS.

	Western.	City.
No. 1 ribs	30 @ 32	@ 30
No. 2 ribs	26 @ 28	@ 28
No. 3 ribs	23 @ 25	@ 24
No. 1 loins	37 @ 38	@ 38
No. 2 loins	33 @ 36	@ 34
No. 3 loins	28 @ 32	@ 30
No. 1 hinds and ribs	27 @ 30	27 @ 30
No. 2 hinds and ribs	24 @ 26	23 @ 26
No. 3 hinds and ribs	20 @ 23	@ 22
No. 1 rounds	20 @ 21	@ 20
No. 2 rounds	18 @ 19	@ 18
No. 3 rounds	16 @ 17	@ 16
No. 1 chucks	19 @ 21	@ 20
No. 2 chucks	18 @ 19	@ 17
No. 3 chucks	16 @ 17	@ 16
Bolognas	14 @ 15	@ 15
Rolls, reg., 6@8 lbs. avg.	22 @ 23	@ 23
Rolls, reg., 4@6 lbs. avg.	17 @ 18	@ 18
Tenderloins, 4@6 lbs. avg.	60 @ 70	@ 60
Tenderloins, 5@6 lbs. avg.	80 @ 90	@ 80
Shoulder clods	10 @ 11	@ 11

DRESSED VEAL AND CALVES.

Prime veal	26 @ 28
Good to choice veal	22 @ 25
Med. to common veal	15 @ 21
Good to choice calves	18 @ 22
Med. to common calves	14 @ 18

DRESSED SHEEP AND LAMBS.

Lambs, prime	25 @ 27
Lambs, good	23 @ 25
Sheep, good	11 @ 13
Sheep, medium	7 @ 10

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	22 @ 23
Pork tenderloins, fresh	@ 60
Pork tenderloins, frozen	50 @ 55
Shoulders, city, 10@12 lbs. avg.	19 @ 20
Butts, boneless, Western, 10@12 lbs. avg.	17 @ 18
Butts, regular, Western	23 @ 24
Hams, Western, fresh, 10@12 lbs. avg.	20 @ 21
Hams, city, fresh, 8@10 lbs. avg.	26 @ 27
Picnic hams, Western, fresh, 6@8 lbs.	16 @ 17
Pork trimmings, extra lean	22 @ 23
Pork trimmings, regular, 50% lean	13 @ 14
Spareribs, fresh	15 @ 16

SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @ 27
Hams, 10@12 lbs. avg.	25 @ 26
Hams, 12@14 lbs. avg.	24 @ 25
Picnics, 4@6 lbs. avg.	17 @ 18
Picnics, 6@8 lbs. avg.	16 @ 17
Rollettes, 8@10 lbs. avg.	17 @ 18 1/2
Beef tongue, light	30 @ 32
Beef tongue, heavy	34 @ 36
Bacon, boneless, Western	23 @ 24
Bacon, boneless, city	20 @ 21
Pickled bellies, 8@10 lbs. avg.	18 @ 19

FANCY MEATS.

Fresh steer tongues, untrimmed	26c a pound
Fresh steer tongues, l. c. trim'd	40c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	20c a pound
Beef hanging tenders	32c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 1 1/2
Breast fat	@ 3
Edible suet	@ 5
Cond. suet	@ 4

GREEN CALFSKINS.

5-9 9 1/2 12 1/2 14 14 1/2 18 up	
Prime No. 1 veals	1.17 1.90 2.00 2.20 3.10
Prime No. 2 veals	1.50 1.75 1.95 2.85
Buttermilk No. 1	1.14 1.55 1.65 1.85
Buttermilk No. 2	1.12 1.30 1.40 1.60
Branded Gruby	7 .85 .90 1.10 1.50
Number 3	At value

BUTTER.

Creamery, extra (92 score)	@ 36 1/2
Creamery, firsts (88 to 90 score)	34 1/2 @ 35 1/2
Creamery, seconds (84 to 87 score)	32 1/2 @ 34
Creamery, lower grades	31 @ 32

EGGS.

(Mixed colors.)

Extra, dozen	26 @ 26 1/2
Extra, firsts, doz.	25 @ 25 1/2
Firsts	23 1/2 @ 24 1/2
Checks	@ 22

LIVE POULTRY.

Fowls, colored, fancy, via express	24 @ 26
Fowls, Leghorns, via express	26 @ 27

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.	28 @ 30
Western, 48 to 54 lbs. to dozen, lb.	28 @ 30
Western, 43 to 47 lbs. to dozen, lb.	27 @ 29
Western, 36 to 42 lbs. to dozen, lb.	26 @ 28
Western, 30 to 35 lbs. to dozen, lb.	25 @ 27

Fowls—fresh—dry pkd.—12 to box—prime to fecy:

Western, 60 to 65 lbs. to dozen, lb.	@ 31
Western, 48 to 54 lbs. to dozen, lb.	@ 31
Western, 43 to 47 lbs. to dozen, lb.	@ 30
Western, 36 to 42 lbs. to dozen, lb.	@ 29
Western, 30 to 35 lbs. to dozen, lb.	@ 28

Turkeys—

Western, young toms, prime to fancy	38 @ 42
Western, young hens, prime to fancy	36 @ 40

Squabs—

White, ungraded, per lb.	45 @ 50
--------------------------	---------

Chickens, broilers, small—12 to box—prime to fecy:

Western, under 17 lb.	33 @ 35
-----------------------	---------

Fowls, frozen—dry pkd.—12 to box—prime to fecy:

Western, 60 to 65 lbs., per lb.	30 @ 31
Western, 48 to 54 lbs., per lb.	30 @ 31
Western, 43 to 47 lbs., per lb.	29 @ 30

Ducks—

Long Island	@ 22
-------------	------

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended May 1, 1930:

	Apr. 25	26	28	29	30	May 1
Chicago	37 1/4	37 1/4	37 1/4	38	36 1/4	36 1/4
N. Y.	38 1/4	38 1/4	37 1/4	37 1/4	37	37
Boston	38	39	38 1/4	38	38	37 1/4
Phila.	39 1/4	39 1/4	38 1/4	38 1/4	38 1/4	38

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

37 1/4	37 1/4	37	36 1/4	36 1/4
--------	--------	----	--------	--------

Receipts of butter by cities (tubs):

	Wk. to May 1.	Prev. week.	Last year.	— Since Jan. 1 — 1930.	1929.
Chicago	38,707	38,850	42,344	989,682	985,848
N. Y.	59,180	62,065	59,928	1,173,706	1,131,242
Boston	18,027	18,471	19,423	293,907	350,733
Phila.	18,780	21,401	17,098	362,541	363,322

Total 134,694 140,787 138,793 2,819,836 2,831,145

Cold storage movement (lbs.):

	In May 1.	Out May 1.	On hand May 2.	Same week-day last year.
Chicago	106,880	43,499	2,961,119	553,525
New York	86,556	28,434	3,758,233	1,303,765
Boston	21,568	21,392	1,118,421	108,395
Phila.	33,174	14,940	1,062,568	250,294
Total	248,187	108,175	8,930,341	2,215,979

FERTILIZER MATERIALS.

BAISIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	2.05 @ 2.10
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	@ 1.90
Blood, dried, 15-16% per unit	@ 3.75
Fish scrap, dried, 11% ammonia 10% B. P. L. f.o.b. fish factory	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.30 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	3.75 @ 50c
Soda Nitrate in bags, 100 lbs. spot	@ 2.07
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.75 @ 10c
Tankage, unground 9@10% ammo	3.50 @ 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@ 25.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	@ 30.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@ 12.65
Kalmit, 14% bulk, per ton	@ 9.70
Muriate in bags, basis 90% per ton	@ 37.15
Sulphate in bags, basis 90%, per ton	@ 48.25

Beef.

Cracklings, 50% unground	@ 87 1/2
Cracklings, 80% unground	@ 92 1/2

BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	95.00 @ 125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 85.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 90.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 110.00
Horns, according to grade	75.00 @ 200.00

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.
NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc.

Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St.,
NEW YORK, N. Y.
Caledonia 0113-0114

"MONGOLIA"

Importing Co., Inc.
339 Pearl St., N. Y. City

SHEEP CASINGS

that serve you best

, 1930.

LS.

Y.

05@ 2.10

@ 1.90

@ 3.75

ominal

30 & 10c

75 & 50c

@ 2.07

.75 & 10c

50 & 10c

@25.00

@36.00

@ 9.00

@12.85

@ 9.70

@37.15

@48.25

@ 87 1/4

@ 92 1/2

RNS.

5.00@125.00

@ 85.00

5.00@ 50.00

@ 80.00

@110.00

5.00@200.00

ducts

of

kins

Feeds

124

y, N. J.

Inc.

ns

ality on
Infer-

IA"

nc.

City

S

est